

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

FEBRUARY 1, 1961



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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

VOL. CXIII, NO. 3

FEBRUARY 1, 1961

Founded 1904

With which was merged 1939

THE NATIONAL NURSERYMAN

Established 1893



Published on the
first and fifteenth
of each month by the
AMERICAN NURSERYMAN
PUBLISHING COMPANY
343 South Dearborn Street,
Chicago 4, Illinois
Telephone: WAbash 2-9011



Subscription Price:
\$5.00 per year;
Outside U. S. A., \$6.00;
Single copies, 25c.
Second-class postage
paid at Chicago, Ill.



Advertising Rates
On Application.
For Closing Dates
See Next Page.



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CONTENTS

National Landscape Group at Chicago.....	7
By Fred H. Kilner	
Critical Analysis of Catalogs Heard at Mail-Order Meeting.....	8
By Fred H. Kilner	
Activity High at Illinois Meeting.....	9
By Fred H. Kilner	
Landscape Information Service Holds Meeting at New York City	10
Changing Times Theme of Eastern Convention.....	11
By Fred H. Kilner	
Kansas City Hosts Western Meeting.....	13
By Ralph B. Ricklefs, Jr.	
Indiana Arborists Hear Program on Varied Topics.....	14
By Andrew T. Leiser	
Varied Awards Presented at Indiana Meeting.....	15
By Donald L. Schuder	
Maryland Association Convenes at Baltimore.....	16
By Fred H. Kilner	
Record Attendance at Iowa Convention.....	17
By Donald Kaupert	
Panels Highlight New Jersey Meeting.....	19
By Roy H. DeBoer	
Graceful Birches Popular Despite Pests and Short Life.....	20
By Donald Wyman	
Industry's Growth Told at Annual Connecticut Meeting.....	22
By Kenneth A. Bradley	
Varied Program in North Carolina.....	23
By Thomas F. Cannon	
Texas Management Institute.....	24
By E. W. Zukauckas, Jr.	
Northern Virginia Short Course.....	25
By Albert S. Beecher	
Year's Progress Told at Massachusetts Meeting.....	26
By Richard S. Guild	
Plant Notes Here and There.....	86
By C. W. Wood	



Editorial.....	6
—Atoms in Horticulture.....	6
—Anxious Buyers.....	6
—Home Building.....	6
—Competition Keener.....	6
Autogarden Shop.....	8
New Texas Association.....	10
Wilder Award to White.....	13
Indiana Nursery Wins Horticultural Honor.....	14
Burlap Rise Temporary.....	28
Coming Events.....	30
—Meeting Calendar.....	30
—Oregon Course.....	30
—Maryland Sets Date.....	32
—New Hampshire Meeting.....	37
—Rhode Island Agenda.....	37
—Shade Tree Program.....	38
—Idaho Garden School.....	42
—Lake County School.....	42
—Penn State Conference.....	44
—Massachusetts Course.....	46
Prices and Profits.....	52
—Balancing Merchandise.....	52
Sherman Appointments.....	58
Iowa Group Elects.....	58
This Business of Ours.....	60
—The Poplars.....	60
Biggs Garden Shop.....	84
Cover Illustration.....	92
—Betula Pendula Fastigiata.....	92
Exports to Canada.....	98
Obituary.....	104
—Moultrie H. Lanier.....	104
—Herbert M. Thrasher, Sr.....	104
—Edward J. Frese.....	104
—Earle R. Kelley.....	104
—C. M. McNally.....	104
—Jacob J. Levison.....	105
—Harry W. Sheperd.....	105
Pennsylvania Regional Meeting at Pittsburgh.....	112
Pacific Coast News.....	118
—Peninsula Chapter.....	118
—California Notes.....	118
—Oregon Chapters Elect.....	121
—Oregon Chapter Notes.....	123
Soil pH: What It Is And How It Affects Soil Fertility and Plant Nutrition.....	124
Tucson Nursery Course.....	139
Ohio Group Elects.....	158
Regulate Cherry Stock.....	162

INDEX TO ADVERTISERS

- Adair Co., Charles146
 Alanwood Nursery78
 Aldridge Nursery115
 American Landscape School146
 American Nurseryman33-89
 Angelica Nurseries77
 Anthony Lake Nursery, Inc.112
 Ariens Co.144
 Armintrot's Evergreen Nursery92
 Armstrong Nurseries27
 Arp Nursery Co.116
 Atkins Sons, L.151
 Augustine Ascending Elm Associates, Inc.95
 Ayer-Line Industries, Inc.148
- Bagatelle Nursery, Inc.80
 Bailey Nurseries, J. V.101
 Balcom Industries, Inc.150
 Bartlett Mfg. Co.148
 Beardslee Nursery83-94-96
 Bell Acres Nurseries42
 Bentley's Hardy Plants117
 Berryhill Nursery Co.100
 Big BAS-KITS139
 Big River Nursery110
 Bird & Son, Inc.31
 Blackwell Nurseries59
 Bloodgood Nurseries80
 Bobbink Nurseries72
 Bolton Evergreen Nurseries58
 Book Ads109-117
 Bork Nursery88
 Bosley Nursery, Inc.96
 Boulevard Gardens69
 Boyd Nursery Co.111
 Brick Nursery, L. P.92
 Brillion Iron Works, Inc.142
 Broadview Nurseries114
 Bronx Refrigerating Co.160
 Brookfield Farms72
 Brookfield Gardens69
 Brouwer's Nurseries74
 Brouwer's Nurseries, Peter70
 Brown Deer Nurseries93
 Bryant's Nurseries97
 Buddinck InRow Weeder Co.152
 Bulk's Nurseries66
 Buntings' Nurseries, Inc.102
 Byers Nursery Co.115
- Canale's Forest Nursery54
 Carpenter & Co., Geo. B.147
 Carrige & Sons, John125
 Carscallen Nursery Label Co.155
 Cartwright Nurseries28
 Cartwright Nursery Co.50-51
 Casadaban's Nurseries106
 Cellusuede Products, Inc.155
 Champion Nurseries102-103
 Chapman's Nursery78
 Chase Co., Benjamin160
 Chase Nursery Co., Inc.106
 Chocola Nursery112
 Classified Ads126 to 138
 Clinton Nurseries66
 Cloverset Farm85
 Cole Nursery Co.87
 Columbia Nursery & Garden Supply Co.156
 Commercial Nursery Co.114
 Conard-Pyle Co.46-74
 Congdon Nursery, Ivan R.96
 Corliss Bros., Inc.58
 Cottage Gardens97
 Courier Nursery Printers146
 Crossville Nurseries99
 Crumrine Nursery90
 Cumberland Plateau Nursery116
 Cumberland Valley Nurseries113
 Cunningham Gardens, Inc.86
 Curtis Nurseries70
 Cyclone Seeder Co., Inc.81
- Danegger's Hi-Way Nursery74
 Darling Co., J. L.158
 Dayton Fruit Tree Label Co.43
 Deerfield Nurseries80
 De Groot Bulb Co.117
 Del-Mar-Va Nurseries54
 Del Stone Co.141
 Dible Nursery, Sam72
 Doerfler & Son, Inc., P. A.125
 Doty & Doerner, Inc.125
 Dugan Nurseries, Inc.90
- Eagle Creek Nursery Co.88
 Eastern Shore Nurseries, Inc.76
 Eccles Christmas Tree Farms74
 Elmer Roses Co.122
 Evergreen Farm Nursery84
 Evergreen Nursery Co.90
- F. & P. Nurseries76
 Fairard, Inc., Conrad152
 Fairview Evergreen Nurseries54
 Faulkner Springs Nursery106
 Floe-Flo Corp.151
 Floral Gardens Nursery98
 Flowerwood Nursery112
 Ford Motor Co.141
 Forest Nursery Co.117
 Forestry Associates112
 Forestview Evergreen Nursery154
 Foster Nursery Co., Inc.114
- Garden Shop, Inc.142
 Gardiner Nurseries, Boone110
 Gardner's Nurseries, Inc.78
 Geiger Co., E. C.160
 Gilmore Plant & Bulb Co.117
 Gilson Gardens92
 Globe Nurseries113
 Goochland Nurseries, Inc.106
 Grant's Nurseries113
 Green Mfg. Co., Howard C.154
 Growers Exchange, Inc.102
 Growers & Manufacturers Exchange162
 Growers Sign Service149-157
 Gulf Stream Nursery, Inc.114
- Habe's Nursery80
 Half Moon Mfg. & Trading159
 Halpern Bros.162
 Hand Rose Farms109
 Hartigan, Philip143
 Hawksmith & Sons Nursery114
 Heart of Missouri Poultry Farm156
 Heasley's Nurseries68
 Henderson, Inc., Alec160
 Herbst Bros. Seedsmen, Inc.1
 Hess' Nurseries70-80
 Hidden Valley Nursery74
 Hill Nursery Co., D.161
 Hillenmeyer Nurseries107
 Hill's Nursery142
 Hobbs & Sons, Inc., C. M.90
 Hoff Chemical Co.142
 Homestead Nurseries111
 Hoogendoorn, C.52
 Horsford, William Crosby78
 Horticultural Products Co.163
 Houtzdale Tree Nursery76
 Howards of Homet5
 Hren Nurseries, Jos. A.68
 Hubbs Nurseries62
 Humphreys Landscape Service115
- Ilgenfritz Nurseries, Inc.84
 Imperial Nurseries48-58
 Imperial Nurseries of Long Island80
 Imperial Tag & Printing158
 International Harvester Co.67
 International Lubricant Corp.144
- Jackson & Perkins Co.46
 Johnson's Nursery109
 Johnston, William A.160
- Kallay Bros. Co.102
 Keeler's Gardens104
 Keeling Nursery, Forrest49
 Kel Instruments Co., Inc.29
 Kelly Bros. Nurseries, Inc.106
 Kemp Mfg. Co.160
 Kenyons Nursery114
 King Wholesale Nursery48
 Kingwood Nurseries88-90-96-102
 Kofford Co., Reed S.144
 Kogut Florist & Nurseryman72
 Kraus Nurseries, V.112
 Krieger Nurseries, Inc.91
 Krieger's Wholesale Nursery90-104
 Kyle's Garden & Floral Nursery129
- LaBars' Rhododendron Nursery80
 Lake County Nurserymen's Assn.101
 Landscape Materials Information Service32
 Lansing Specialties Mfg. Co.141
 Law's Valley View Nurseries94
 Layritz Products75
 Leavenworth Nurseries90-97
 Leeland Farms114
 Leghorn's Evergreen Nursery66
- Leonard & Son, A. M.158
 Lerio Corp.159
 Leuthard, Henry104
 Lifetime Markers146
 Lindig Mfg. Co.152
 Lindley Nurseries, Inc.113
 Littleford Nurseries90
 Little Tree Nurseries74
 Lord & Potts, Ram Co.153
 Lovett's Nursery, Inc.76
 Lustgarten, Baier66
- Maloney Bros. Nursery Co.114
 Marshall Nurseries42
 Martin Co., Inc.100-105
 Matthews Nursery88
 McGill & Son, A.123
 McIninch Greenhouses101
 McKee's Nursery113
 Mead Nursery98
 Meehan & Sons, Thomas154
 Monne-Pots, Inc.45
 Mentor Rose Growers, Inc.95
 Meyer & Son Nursery, M.94
 Milton Nursery Co.123
 Mist-O-Gation, Inc.141
 Mitsch Nursery120
 Monroe Nurseries of Crossville, Alabama, Inc.55
 Monrovia Nursery Co.82-83
 Montebello Rose Co.125
 Moore's Landscape Plan Service154
 Moorestown Gardens, Inc.70
 Moran, E. C.104
 Morning Star Nursery114
 Morse Co., A. B.151
 Mount Arbor Nurseries12
 Mount Hood Nursery2
 Mount Vernon Nursery124
 Muellermire Irrigation Supply156
 Munster Forests, Inc.32
 Myers, E. Normand78
- National Landscape Institute150
 National Rain Bird Sales & Engineering Corp.154
 Native American Holly155
 Natrop Co., W. A.94
 Neokosa-Edwards Paper Co.105
 Nelson Nurseries52
 Nepeo Lake Nursery105
 New Amsterdam Import Co.150
 New Haven Bag & Burlap156
 New York Nursery Co.143
 New Yorker Bag & Burlap143
 North Platte Fertilizer, Inc.159
 Nurserymen's Exchange120
 Nursery Sales, Inc.80
 Nut Tree Nurseries78
- Offenburger Nursery Co., Paul88
 Oliver & Sons, Ted H.157
 Onarga Nursery Co.88
 Oregon Bulb Farms117
 Owen & Son, Inc., T. G.40-41
 Ozark Nurseries Co.47
- P. & S. Sales145
 Pacific Coast Nursery79
 Pacific Northwest Rose Nursery124
 Pallack Bros. Nurseries61
 Palmer & Son, J. R.102
 Patonier's Roses72
 Patio Wood Products157
 Peacock Nurseries92
 Pearce Seed Co.104
 Peeksill Nurseries46
 Peters Co., Robert B.161
 Peterson & Dering29
 Phytotektor108-109
 Pierson, Inc., A. N.68
 Pikes Peak Nurseries42
 Pine Grove Nursery74
 Plasticrete Specialties Corp.63
 Plumfield Nurseries, Inc.99
 Pontiac Nursery Co.115
 Portland Wholesale Nursery37-125
 Possum Hollow Nurseries74
 Powell Valley Nursery124
 Pratt Co., B. G.145
 Premier Peat Moss Corp.161
 Premier Southern Ticket151
 Princeton Nurseries44
- Rambo's Wholesale Nurseries104
 Ravensberg, Maurice106
- Rickert Nurseries54
 Robinson Sales Agency, E. D.78
 Rogers' Berry Farm116
 Rootspred147
 Rough Bros.157
 Ruehl-Wheeler Nursery Co.125
 Ryan Landscaping Equipment153
- Searff's Nursery, Inc.39
 Schroth's Nursery73
 Schumacher, F. W.97
 Seaman Bag Co.97
 Semmes Nurseries114
 Sequoia Nursery119
 Shahan Nurseries111
 Shamburger Nursery, Carl115
 Shammarello & Son Nursery102
 Sheerlund Forests60
 Shenandoah Nurseries163
 Shepard Nurseries76
 Sherman Nursery Co.100
 Sherwood Nursery Co.121-122
 Shore & Co., J.162
 Siebenthaler Co.100
 Skidelsky & Co., Inc., S. S.53
 Smith Corp., W. T.32
 Smith, Inc., X. S.158
 Smrt Import Co.158
 Sneed Nursery Co.110
 Southside Nurseries, Inc.116
 Sprayers & Nozzles158
 Standard Thermometer, Inc.155
 State College Laboratories160-162
 Sterling Bag & Burlap Co.150
 Sterling Peat Co.157
 Stoller & Co., Harry146
 Strain & Sons Nursery117
 Strihling's Nurseries, Inc.118
 Summit Nurseries, Inc.104
 Suncrest Evergreen Nurseries44
 Sunderland Pipe Shop161
 Supreme Electric Products159
 Sweeney, Krist & Dimm139
 Swift & Co.71
- Tankard Nurseries116
 Tate Nursery, P. O.114
 Templeton, Harvey108-109
 Tennessee Valley Nursery113
 Teufel, Alfred122
 Texas Nursery Co.113
 Tillstrom Nursery122
 Tingle Printing Co.155
 Trim Tree Nursery80
 Tritschler's Nursery112
- Ullman Co.150
 Union Products, Inc.38
 U. S. Espalier Nursery Co.120
- Vandermolen Export Co.149
 Vandy-Craft139
 Van Veen Nursery124
 Vaughan's Seed Co.59
 Verhalen Nursery Co.117
 Verkade's Nurseries68
 Vermeulen & Son, Inc., J.62
 Verona Gardens117
 Vosters Nurseries & Greenhouses98
- W-W Grinder Corp.148
 Wade & Gatton Nurseries94
 Want Ads140-141
 Warren & Son Nursery115
 Waynesboro Nurseries64-65
 Wayside Gardens92
 Wheeler Wholesale Rose Grower123
 Wells Nursery, Inc., James32
 Western Maine Forest Nursery Co.58
 Whalley, J. B.125
 WhiteShowers, Inc.147
 White Nurseries, Inc.112
 Williams Isaac Langley34 to 36
 Williams & Harvey Nurseries139
 Willis Nursery Co.96
 Willowbend Nursery104
 Wilmat Holly Co.76
 Wilson Nurseries, C. E.114
 Wirth, Hermann A.156
 Woodlawn Nursery74
 Wood-Howell Nurseries56-57
 Wright, C. D.106
- Yoe Nurseries, W. S.98
 York Modern Corp.147
- Zelenka Evergreen Nursery102

Forms for the March 1 issue will close Friday, February 10

Forms for the March 15 issue will close Friday, February 24. Mail copy to arrive at Chicago by these dates—no later.



Bob Lindquist examining this year's crop of Rosebushes — photo taken June, 1960.

OUR FINEST ROSES IN 51 YEARS CAN MEAN GREATEST PROFITS FOR YOU IN 1961

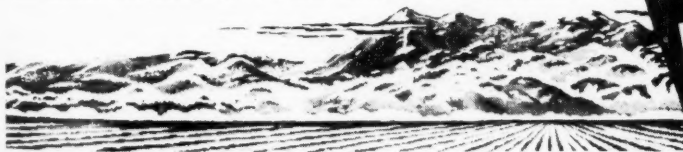
Here are the rosebushes that will sell and sell and sell. Last Spring our roses made unusual growth; as early as June we knew we had our best crop in 51 years. We offer plants of unsurpassed quality; plants with heavy canes and fibrous roots; all well matured. Sell them to your customers with complete assurance, for Howards of Hemet stands behind them 100%. Our service includes generous grading, careful packing, plus prepaid freight and refrigerated warehouse storage in any one of our 20 conveniently located warehouses throughout the country.

As an added convenience, orders may be divided into smaller lots, and a written index of the contents of each box is mailed to you at time of shipment to cold storage. It is not necessary to take all your roses from cold storage at once . . . just take out what you want, when you want it.

If you haven't received our Wholesale Catalog, send for it now. Designed to be used as a sales aid in your nursery, our Catalog gives accurate description of varieties. Wholesale prices are printed on a separate sheet. For one copy or 10, write today.

"Seasoned Rosebushes" for the wholesale trade exclusively.

HOWARDS of HEMET
"Seasoned Rosebushes"
HEMET • CALIFORNIA



AMERICAN NURSERYMAN

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Editorial

ATOMS IN HORTICULTURE

Application of atomic radiation to problems of agriculture by scientists of the federal government have brought results which indicate its ultimate use in ornamental horticulture. The prime example is a plant in a University of Connecticut greenhouse, at Storrs, Conn., bearing white and red blooms, the white ones those of the natural variety and the red ones produced by atomic radiation, which destroyed the color-determining outer cells of developing buds so that an internal layer of genetically red cells could take over. The plant growing at Storrs is among the first created at the Brookhaven national laboratory of the atomic energy commission, on Long Island, N. Y. The plants are being grown in Connecticut by Dr. Gustav Mehlquist, plant geneticist, who reports he is trying to develop carnations of unusual pastel shades with atomic radiation's aid.

Applications of atomic energy to agriculture include earlier varieties of peanuts that are more disease-resistant and harder in shell, and so less prone to damage; white navy beans which yield 30 per cent more on smaller plants, released to farmers by Michigan State University; earlier-ripening and larger tomatoes, higher-yielding wheat and other grain crops, tobacco with a lower nicotine content and coffee with a lower caffeine content, according to a report in a recent issue of the *Wall Street Journal*. These discoveries or developments are the result of the alteration of plant genes by atomic radiation.

The Brookhaven laboratory is a major factor in this activity. There, in a circular field with a centrally located source of radiation and in an "atomic greenhouse," unusual new plants and flowers have been produced. The Brookhaven laboratory is engaged in basic research, and when a beneficial mutation is found

it is turned over to one of 200 co-operating plant breeders. For instance a variety of pear that ripened earlier than usual was turned over to Rutgers University to carry on the breeding experiments. The other new developments mentioned above have been turned over to other state universities similarly.

Not only is atomic radiation employed in producing new types of plants. It is also used in attempts to improve livestock, but progress is necessarily slower. One is the use of radiation to sterilize male boll weevils, at Texas A. & M. College, so that the propagation of this serious predator of cotton may be reduced.

To the scientific minded these research developments offer much more interesting material, but to the practical horticulturist they are notable because they presage further development of new plants beyond those caused by natural mutations or breeding and by the use of chemicals.

ANXIOUS BUYERS

Most nursery mail-order firms have an established routine whereby the orders of customers are acknowledged soon after receipt, especially if they are to be delivered some time later. In some instances a post card is used, in others a duplicate of the order as booked is sent, and in almost every case some indication is given of the time when the order will be shipped. These firms have learned by long experience that their customers have already built up an interest in their orders through perusal of the catalogs, and a cheap way to maintain and foster that interest is a prompt acknowledgment of the order with information as to time of shipment.

Prompt acknowledgment of an order, like a prompt reply to an inquiry, is profitable, not only as an act of business courtesy and as a means of avoiding expensive correspondence, but also in the good will it produces toward the firm, creating confidence and reliance.

So one wonders why so many business firms, some in this but more in other fields, spend money on advertising and then make insufficient provision to respond to inquiries promptly or to acknowledge orders in due time. This is particularly amazing in the case of advertisers making special offers to induce replies.

Mail-order firms, in particular, are

convinced of the adage, "The more you tell the better you sell." This refers not only to descriptions in catalogs and magazine or newspaper advertisements, but also to requests for quotations or letters of inquiry.

Many small enterprises flourish because their customers believe they get prompter and more personal service to their orders, because they receive prompter replies. Some large corporations should emulate these little fellows; by doing so they would considerably reduce their cost of doing business.

HOME BUILDING TO RESUME

The reduction of the number of homes built from 1,600,000 in 1959 to 1,300,000 in 1960—which would have been an excellent record in comparison with any but the preceding year—has been held accountable for part of the business recession of the past year, but housing starts are expected to increase to 1,375,000 units in 1961, according to Housing Institute, although the pickup may not be noticed until the second quarter.

Favorable factors for such gain in home building are the increase in national disposable personal income by about \$12 billion in 1961, providing a higher level for home purchases; the record liquid asset position of consumers generally, despite a large short-term debt; continued increase in population to more than 181,000,000, resulting in a larger demand for new homes; expansion in the number of families in the middle income group, the big home-buying category; continued easing in the mortgage market, more favorable to housing starts than last year, and an improvement in the stock market.

COMPETITION KEENER

Keener competition for the consumer's dollar is forecast in the estimates of advertising outlays for 1961. These are estimated to total nearly \$12½ billion, a gain of about 5 per cent from 1960. The estimate is based on a tabulation of advertising budgets by the trade papers in the advertising field.

From indications in this industry, nurserymen of the country will probably increase their total expenditures for advertising the coming year by more than the national average of 5 per cent.

National Landscape Group at Chicago

By Fred H. Kilner

Renewed enthusiasm was apparent at the annual midwinter conference of the National Landscape Nurserymen's Association held January 15 at the Hotel La Salle, Chicago, Ill. Registration reached the 125 mark, and those present heard in the treasurer's report that the association is in a much improved financial situation.

The executive secretary's report called attention to the many additional services that are now being offered to the members. It was felt that the current officers and directors had worked harmoniously during the past year in helping to increase the stature of this organization; so in the election the same slate was returned to office.

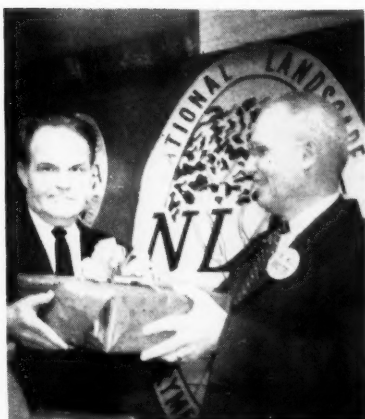
During the course of the meeting talks were heard on landscape construction problems, retail merchandising, analyzing and correcting business problems and the value of a trade association.

Officers for Another Year

As previously mentioned, the present officers and directors were returned to office and are the following: President, Gervin W. Pringle, Florida Nursery & Landscape Co., Inc., Leesburg, Fla.; vice-president, Harold Parnham, Robinson & Parnham, Des Moines, Ia.; treasurer, David R. Metzger, Terrace Gardens, Inc., Youngstown, O.; secretary, John M. Eisler, Eisler Nurseries, Butler, Pa., and executive secretary, Alice F. Smart, Florida Nursery & Landscape Co.

The board of directors is as follows: Region 1, C. Powers Taylor, Rosedale Nurseries, Hawthorne, N. Y.; region 2, W. R. Taliaferro, Mt. Pleasant Gardens, Fort Thomas, Ky.; region 3, Troy L. Bunch, Bunch Nurseries, Terre Haute, Ind.; region 4, Roy Graham, Old Orchard Gardens, Webster Groves, Mo.; region 5, Frank S. Cornelius, Jr., Cornelius Nurseries, Houston, Tex., and region 6, F. C. Tomlinson, Tomlinson's Select Nurseries, Whittier, Calif. Harold E. Hunziker, M. J. Hunziker & Sons, Niles, Mich. remains as member at large.

The convention was officially opened Sunday afternoon by President Pringle, who called on Mr. Cornelius to introduce the first speaker, Ralph Ellis Gunn, landscape architect, Houston, Tex. He stated that Houston is at a 54-foot



Harold Parnham (right) presented a polaroid camera to Harold Hunziker at the N. L. N. A. convention in recognition of his continuous service to the association since its founding 21 years ago.

elevation and has no problems with the cold. However, he added, there are plenty of drainage problems. The surrounding country is a flat plain and is covered with pine and cabbage palmettos. Much use is made of stone in the landscape, as coral-based limestone can be obtained within 150 miles and granite within 500 miles.

To illustrate his talk, Mr. Gunn showed a number of color slides. First he showed pictures of various walkways and patio areas. Very popular in the Houston area, he said, is the use of exposed aggregate concrete, which is used successfully in combination with brick, stone or plain concrete. The gravel is mixed in concrete and poured over wire

mesh to a depth of four inches where there is pedestrian traffic or six inches where it must withstand automobile traffic.

Cost Is Moderate

After this material is poured, pea gravel is thrown on top, and at the proper moment the surface is washed, so that the rounded washed gravel is exposed. While brick paving would cost \$1.50 per square foot to install, the exposed aggregate concrete can be laid for 65 to 75 cents per square foot. Plain concrete, he added, could be poured at a cost of approximately 50 cents per square foot.

He stated that used brick is extremely popular for wall construction in the Houston area. Also brick with old railroad ties is used in constructing steps. Granite gravel walkways are constructed at a cost of 30 cents per square foot and are retained with a 2½-inch brick curbing. He prefers to use redwood for fences and mentioned that the California Redwood Association has offered many good ideas for fence construction.

Retail Merchandising

After a coffee break, the landscape nurserymen heard a talk on retail merchandising delivered by Julian Rice, Jr., northern regional products manager, Ortho division, California Chemical Co., Richmond, Calif. He stated that the retail garden supply field offers tremendous growth, but competition in this field has become so keen that nursery-

[Continued on page 62]



Officers re-elected at the annual midwinter conference of the National Landscape Nurserymen's Association: Left to right, Harold Parnham, vice-president; Gervin W. Pringle, president; Alice Smart, executive secretary; John M. Eisler, secretary, and David R. Metzger, treasurer.

Critical Analysis of Catalogs Heard at Mail-Order Meeting

By Fred H. Kilner

Considerable interest was shown in the progress report made on the marketing project at the winter meeting of the National Mail Order Nurserymen's Association held Monday morning, January 13, at the Hotel La Salle, Chicago, Ill. Dr. Max E. Brunk, professor of marketing, department of agricultural economics, New York state college of agriculture, Cornell University, Ithaca, N. Y., related that he had determined that there were between 1,000 to 1,100 mail-order nurserymen, in the broadest interpretation, in the United States. Actually, he said, there are only 197 who offer a broad list of nursery stock in their catalogs. The catalogs of 127 of these nurserymen had been selected for study, representing 36 states and Canada. He said the catalogs of any one firm tend to be monotonously the same from year to year. Except for the more lavish use of color, catalogs differ little from those distributed 60 years ago.

The commonest size is between 30 and 40 pages, but there is a wide variety, with seven over 100 pages and 16 with less than 20 pages. Of the 127 catalogs, 99 use color and 28 do not. Order forms are provided by 112 firms out of the 127; in 71 the order forms are bound in, while in 41, they are loose. Nearly a quarter of the order forms are combination mailer and form. Eleven of the 127 firms supplied postage-paid envelopes. One third provide no envelope for mailing the order. Of the 127 catalogs, 78 include an index, although in some the index is poorly planned. In general, instruction to customers for placing orders are poor. The instructions often contain contradictions and confusing directions.

There are wide variations in prices charged by mail-order nursery firms for similar plants, said Dr. Brunk. Talisman roses were quoted by 50 firms, with prices ranging from 90 cents to \$2.25. Norway maple, six to eight feet, varied from \$1.25 to \$10. White dogwood, three to four feet, varied from \$1.50 to \$12 each, with no one price being common to any number of firms. One type of yew, 18 to 24 inches, ranged from \$3.50 to \$15 each.

Out of the 127 firms, 59 are using

some form of special charges. Of the 59, a minimum order is specified by 13, a flat handling charge is set by 13 and postage, packing and shipping charges are made by 33. The size of the minimum order varies from \$2 to \$5, with \$3 being commonest. Flat handling charges vary from 25 to 50 cents, with 50 cents being commonest.

Dr. Brunk noticed little use of odd pricing in the catalogs. Also, he observed, the adjectives used to describe the stock in the catalogs have changed little from the terms used 40, 50 and 60 years ago. Dr. Brunk advocated the use of a set of standards or a check list of things to consider in constructing a catalog.

Delivering an address as president of the N. M. O. A. was Ted Korves, Plumfield Nurseries, Fremont, Neb. He pointed out that 12,000,000

houses have been built since 1945 and in the next 15 years 20,000,000 additional homes will be built. He also mentioned the rapidly expanding population and the more prevalent use of credit.

He believes that better varieties and better-priced items should be included in catalogs. Information on the convenience of buying by mail should also be stressed. Through mail-order nurserymen's catalogs, people can purchase stock while they sit in their own homes, and the whole family can participate in making the selections. He strongly urged the nurserymen to give good horticultural information to their customers.

Reporting for the federal trade commission advisory committee was Clark Kidd, Arp Roses, Inc., Tyler, Tex. He read a letter from a representative of the better business bureau, which stated that the trade practice rule on naming plants should be changed. The representative said that some firms believe they can give a plant any name, just as long as the botanical name is included.

Problems Seen

Rounding out the reports was one on legislative problems facing the mail-order nurserymen, delivered by Robert Lederer, legislative assistant, American Association of Nurserymen, Washington, D. C. Since a number of states are trying to collect a sales and use tax from mail-order nurserymen who mail catalogs into these states, he advised mail-order nurserymen to check with a lawyer before sending their catalogs. He cautioned that there would be a number of bills introduced for postage rate increases. Also, he warned that if the Mexican labor law is allowed to expire the middle part of this year, there will be a scramble for domestic labor.

Mr. Lederer strongly urged that the mail-order nurserymen make studies of the time required for delivery of their merchandise by mail and also to find out in what condition it arrives. In addition, they should study the cost of mailing under parcel post as against the cost of other means of transportation.

In order to provide better transportation, the Railway Express Agency is making a survey, said Mr. Lederer. If any of the mail-order nurserymen are asked to give assistance, they should co-operate fully and keep records on packages of 50 pounds or over that they ship. This survey could mean savings to mail-order nurserymen.

AUTOGARDEN SHOP



One of the four Autogarden shops of Arturo Ansaloni, Bologna, Italy. Recently opened, they are located on the Autostrade del Sole, a new highway running from Milan to Naples, and form part of the AGIP service area complex of gas stations, bars and small shops. The Autogarden sells plants, seeds, fruit and gardening supplies, as well as gift items suitable for the motorist. The present four Autogarden shops are in operation at Lodi W., Parma, Rubiera and Caserta. Upon completion of the Autostrade del Sole there will be a total of 20 Autogarden shops in operation.

Activity High at Illinois Meeting

By Fred H. Kilner

Activity was high as the Illinois State Nurserymen's Association met for its 45th annual convention and trade show at the Hotel La Salle, Chicago, January 16 to 18. As usual, the main lobby of the hotel was a gathering place for buyers and sellers during the convention, and the 48 trade exhibits on the 19th floor in the grand ballroom attracted a continuous stream of nurserymen.

A special feature of the convention was addresses and discussion on "Latent Viruses in Commercial Apple Varieties and Ornamental Malus." Also receiving much attention was the talk on "The Illinois Highway and the Landscape." The final day was A. A. N. day, with an address by the A. A. N. president, the presenting of industrial landscaping awards and reports from the Washington staff, as well as a talk from the A. A. N. publicity director. All these will be reported in subsequent issues of the American Nurseryman.

Elect Officers

At the annual business session held Tuesday morning, January 17, the following officers were elected: President, William McReynolds, Hook's Nursery, Lake Zurich; vice president, John C. Fiore, Charles Fiore Nurseries, Prairie View, and treasurer, Carl Klehm, Charles Klehm & Son Nursery & Peony Farm, Arlington Heights. Harleigh Kemmerer, University of Illinois, Urbana, will remain as secretary.

Directors elected for 3-year terms are Otto A. Clauss, Clauss Bros. Inc., Chicago; Victor E. de St. Aubin, Jr., Eugene A. de St. Aubin & Bro., Inc., Addison, and John C. Fiore. Ernest Tosovsky, Home Nursery, Edwardsville, was elected a director for two years to fill the unexpired term of Henry Lohse, Henry Lohse Nursery, Dixon, the retiring president.

Holdover directors with one year to serve are Leslie Bork, Bork Nursery Onarga, and Philip Worth, Kankakee Nursery Co., Kankakee. Holdover director with two years to serve is Al Kari, Golf Nursery, Northbrook.

President's Address

In his speech as president of the I. S. N. A., Henry Lohse cited the dangers of forming more and more associations within the nurs-

ery industry. He stated that all have the same basic objective, namely, to further the welfare of the industry. The individual nurseryman's budget dollar to go to associations is being spread thinner and thinner, with the result that all these different groups are financially weak. They cannot afford to employ good, trained men capable of looking after the interests of their organization, he stated. They have to depend on men of their own group, who have little or no training in association work and can spare only limited time because they have to take care of their own businesses in order to make a living. When problems arise, these men often do not have the time or the know-how for an effective attack. At present, he said, he cannot say how a greater unity can be obtained, but he said he was firmly convinced that it can and must be done.

Mr. Lohse called attention to the activities of the I. S. N. A. during the past year. He said that as an outgrowth of the panel discussion on Japanese beetle control at last year's convention, letters were written to Secretary of Agriculture Benson and his staff asking for support from the U. S. D. A. This support was granted, he said, and this past fall thousands of acres in Illinois were sprayed to control the Japanese beetle.

Show Efforts Told

He called attention to the I. S. N. A. exhibit at Chicago's world flower show, which included a large

map of Illinois, with the location of each active member marked with a red light. From the booth, 22,000 "Plant Illinois" booklets were distributed, each containing a roster of the active members of the Illinois association.

Mr. Lohse stated that the association has been successful in persuading the state of Illinois to let contracts for landscaping of highways directly to landscape contractors and not to the general contractor, as was done in the past.

He mentioned the fourth annual short course held last June at the University of Illinois, Urbana, and called attention to the exhibit at the Illinois state fair at Springfield.

He mentioned that the I. S. N. A. had adopted a new seal. Decals will be available in the near future.

World Ahead

Giving the nurserymen an insight into world conditions in the years lying ahead was Dr. William McGovern, professor of political science, Northwestern University, Evanston, Ill. Introduced as a man who had spent considerable time in the Philippines, Japan and China and as an author of numerous books, he said it is important for nurserymen to know what is going to happen in the next few years as far as world conditions are concerned. Certain trends are developing, and some will probably happen while others most certainly will happen. The betting, he said, is 9 to 1 that there will be a war with Russia, and the odds are

[Continued on page 115]



Newly elected officers of the Illinois State Nurserymen's Association chosen at the recent convention at Chicago: Left to right, Henry Lohse, retiring president; William McReynolds, president; John C. Fiore, vice-president, and Carl Klehm, treasurer.

Landscape Information Service Holds Meeting at New York City

Attracting a record attendance of 134 persons to the eighth annual meeting of the Landscape Materials Information Service held January 6 at the Statler Hilton hotel, New York, N. Y., was the guest speaker, Gen. William Whipple, Jr., chief engineer, New York World's Fair 1964-1965 Corp. He said it is estimated that \$1 billion will be spent on construction and site preparation for the fair, which will be located in Flushing Meadows park, Flushing, L. I., the site of the 1939 world's fair.

Park Will Benefit

General Whipple revealed that \$67 million of notes are being used to finance the initial preparation. The money from rental of land to exhibitors and monies spent by the 70,000,000 persons who are expected to visit the fair will cover the remaining expenses and yield an anticipated \$20 million profit, which will be used to make Flushing Meadows one of the most beautiful parks in the world.

The fairgrounds will be divided into five main areas, accommodating the theme center; recreational facilities, and industrial, transportation and international exhibits. Because of the great demand for industrial exhibit space, exhibitors in that area have been limited to 50,000 square feet. There is no limit on exhibit space in the transportation area, where the Ford Motor Co. and General Motors Corp. have each leased seven acres of land. A dozen nations have already taken space in the international area.

Contracts, said General Whipple, have been let for moving and removal of trees and shrubs as well as for pruning of desirable existing trees. The fair corporation will spend \$55 million on construction of streets, utilities, grading and landscaping, parking areas, the administrative building and the theme center. All this will be completed about the end of 1961, leaving two years for completion of the commercial exhibits. The world's fair, he said, will open in April, 1964, close down for the winter months and then reopen in spring, 1965.

Re-Elect 1960 Officers

Following General Whipple's talk, the L. M. I. S. held its business meeting under the chairmanship of Val-leau C. Curtis, Curtis Nurseries, Cal-

licoon, N. Y. The 1960 slate of officers was re-elected, with Mr. Curtis remaining as chairman; John J. Ryan, New York state department of public works, Albany, N. Y., vice-chairman; George Spicer, New York city housing authority, secretary, and Herman Brumme, Howe Nurseries, Pennington, N. J., chairman of the finance and advertising committees.

New directors elected to 3-year terms are Peter Cascio, Peter Cascio Nursery, West Hartford, Conn.; E.



Val-leau C. Curtis

R. Townsend, Whitney Seed Co., Buffalo, N. Y., and Alfred Geiffert III, landscape architect, New York, N. Y. Remaining on the board for two years are William Flemer III, Princeton Nurseries, Princeton, N. J.; Harris Grand, contractor, Brooklyn, N. Y., and John J. Ryan.

Directors with one more year to serve are C. Powers Taylor, Rosedale Nurseries, Inc., Hawthorne, N. Y.; Arthur B. Copenhaver, Copenhaver Nurseries, Mechanicsburg, Pa., and Arthur F. Murphy, landscape architect, New York city park department arsenal, New York, N. Y.

The membership report showed that the number of members advanced from 205 to 216 in the past year, including 92 nurseries, 51 landscape contractors, 31 landscape architects, 23 suppliers, 14 public agencies, three arborists, one horticultural research worker and one horticultural agent.

An amendment to the constitution was passed which states: "Individual membership is open to all nurserymen, landscape architects, landscape

contractors, dealers in materials used in fields of landscape construction and any other persons interested in supporting this organization and bearing a reputation for trustworthy business practices that must be maintained as a condition of membership."

Decide Not To Expand

Chairman Curtis explained that thought had been given by the directors to expanding the service of L. M. I. S. to other areas beside New England, the Middle Atlantic states, Delaware, Maryland and Ohio, but it is believed that additional work is required to continue good service in the area currently served.

He revealed that reports from nurseryman members were requested for supplies of unusual plant material in small quantities. This information will be added to the nursery inventory report issued twice a year.

It was related that 100 bulletins were sent out in 1960 listing contracted and planned landscape projects in the members' geographical areas, including projects involving highways, housing, parks, public buildings, private homes and other area developments. These semiweekly bulletins, it was reported, are growing in size to three, four and even five pages. Advertising in the bulletins is open to nonmembers.

The finance report delivered by Mr. Brumme showed a total reserve of \$6,619.34 as of December 31. Announcement of the summer meeting was made by Mr. Copenhaver, with the date being June 16 at an estate near Harrisburg, Pa.

NEW TEXAS ASSOCIATION

At a recent organizational meeting of nurserymen in the Wichita Falls, Tex., area, Joe Foster, Foster's Nursery & Gardens, was chosen as the first president of the Wichita Falls Nurserymen's Association. Serving with him are Winston Wallander, Wallander's Greenhouses & Garden Center, vice-president, and Bob Miks, Central Seed & Feed Co., secretary-treasurer.

Planning and carrying out cooperative promotional efforts will be one of the chief aims of the new association, which will meet the second Tuesday of each month. Other charter members include Earl Staton, Webb Landscape Co.; L. C. Mundy, Mundy's Nursery; Ernest Moore, Moore's Greenhouses; Foster Spivey, Riverside Nursery, and Bill Sloan and Curtis Smith, C. O. Smith Landscape Nursery, all of Wichita Falls.

Changing Times

Theme of Eastern Convention

By Fred H. Kilner



Officers of the Eastern Regional Nurserymen's Association elected at the group's recent New York convention: Left to right, A. F. W. Vick, Jr., retiring president; Charles Godin, president; Frank BonGiorno, vice-president, and William Flemer III, director at large.

Bringing nurserymen up-to-date on recent changes in the nursery industry to help them compete successfully in the years ahead was the objective of the annual convention of the Eastern Regional Nurserymen's Association, held at the Hotel Roosevelt, New York, N. Y., January 3 to 5.

The 450 persons attending were kept busy and interested by the varied program and trade show. Talks on changing times in horticultural research, regulatory practices, ornamental horticulture and modern gardens for public viewing opened the program and were followed the next day by a series of speakers discussing changing times in the nursery industry.

A highlight of the convention was the presentation of the results of a marketing survey. As usual, the plant forum was a popular event. Market expansion and advertising were additional subjects discussed, and a session on landscape contract bidding

concluded the program. A special feature was the presentation of A. A. N. landscaping awards at a luncheon.

Elections

Elected to lead the E. R. N. A. for the coming year was Charles Godin, Adams Nursery, Inc., Westfield, Mass. Re-elected vice-president was Frank BonGiorno, Suburban Nursery, West Hempstead, N. Y. Chosen secretary-treasurer was Fred Mumert, Colonial Nursery, Inc., Harrisburg, Pa. Re-elected as director at large was William Flemer III, Princeton Nurseries, Princeton, N. J., and the retiring president, A. F. W. Vick, Jr., Vick's Wildgardens, Inc., Gladwyne, Pa., automatically becomes director at large. Remaining as executive-secretary is Edwin W. Kirk, Albany, N. Y.

At the meeting of region I of the American Association of Nurserymen, the same officers and directors who will serve the E. R. N. A. during

the year were elected to serve the A. A. N. region.

The only official action taken by the E. R. N. A. during the convention was to adopt an amendment to the constitution increasing the number of board members to nine so as to give each state included in the association a representative on the board. Under the amendment, the board members will include a president; vice-president; secretary-treasurer; one director each from New England, New Jersey, New York and Pennsylvania, and one director at large. The ninth member is the immediate past president.

Landscaping Awards

Considerable interest was shown in the presentation of A. A. N. landscaping awards at the luncheon Wednesday noon, January 4. National awards were presented by A. A. N. President Vincent Bailey, J. V. Bailey Nurseries, St. Paul, Minn., to the following: Landscape



Some of the winners of A. A. N. landscape awards presented at the Eastern Regional Nurserymen's Association annual convention held at New York, N. Y., January 3 to 5: Left, Alvin Jordan, Northern Westchester national bank, with Louis Weinstock and Wesley E. Lent, Poundridge Nurseries; center, George E. Tuoti; right, Valleau C. Curtis, Everett Conklin and William A. Rutherford.

Associates, Inc., Glen Head, N. Y., for landscaping Bonwit Teller, Manhasset, N. Y.; Woodcock Nurseries, Inc., Ridgefield, Conn., and Bye & Herrmann, architects, Rye, N. Y., for landscaping Dorr-Oliver Corp., Stamford, Conn.; Goldberg & Rodler, Hempstead, N. Y., for landscaping New Jersey Fellowship Fund for the Aged, Inc., Newark, N. J., and Curtis Nurseries, Inc., Callicoon, N. Y.; Everett Conklin & Co., Inc., Westwood, N. J., and architects William A. Rutherford, Riverside Conn., and Carl Van Empelen, Jr., BNT, Haarlem, Holland, for landscaping Sterling Forest Gardens, Tuxedo, N. Y.

A regional award was given to Poundridge Nurseries, Inc. Pound Ridge, N. Y., for landscaping Northern Westchester National Bank. A special award for contributing to the beautification of downtown areas was presented to George E. Tuoti Landscape Co., Ridgefield, Conn., for landscaping the H. P. Bissell Co., Ridgefield.

The convention was formally opened Tuesday afternoon, January 3, with an address by President Vick. In the nursery industry of today, he stated, selling is a greater challenge, but the opportunities are unlimited.

Words alone do only a fraction of the selling job, with visual impressions becoming more and more decisive. Advertising on television, exhibiting at flower shows and displaying materials so that they can be picked up and examined were cited as methods of exploiting the visual appeal of plants.

Landscape selling suggestions given by President Vick were as follows: Study customers' homes, learn their likes and dislikes and study their characters in order to give them gar-

dens to suit their tastes; give customers suggestions in such a way that they believe the ideas are theirs; keep a foot in the door so you can keep going back to add to the garden plan; be willing to spend time in selling—sales are rarely made overnight; work out maintenance contracts on a monthly basis, as this is the real future for landscape nurseries.

Paul Frese, director of public information, Sterling Forest Gardens, served as the moderator of a panel of speakers on the subject, "New York Presents Changing Times in Horticulture."

Changes in Horticulture

In his introductory remarks, Mr. Frese said times have changed as far as home design is concerned but, unfortunately, many landscape designers still use the same plantings or plants that were popular in an earlier era. It is necessary for landscape design to keep pace with architecture.

The first speaker, Dr. Joseph Metz, assistant director of research, Cornell University, Ithaca, N. Y., discussed the subject "Changing Times in Horticultural Research." In 1875, he said, the first agricultural experiment station was established in Connecticut. Four years later one was started at Cornell University. The first yearly budget was \$250, but this had grown to \$15,000 eight years later.

Early work was on cultural problems and rotation. With labor costs continually rising, research is needed to assist in reducing costs of production, stressed Dr. Metz. Newer retailers who have not come from nurserymen's families and thus have not had experience in handling nursery products are causing a problem in the industry, he said.

Research, continued Dr. Metz, takes time. Sometimes research results do not have immediate practical applications but serve as stepping-stones for later solutions. Electronic equipment is just starting to be used in research, he pointed out, and the use of radioactive materials is in its infancy. How well we do tomorrow depends on how well we prepare today, he concluded.

Regulatory Practices

The subject of the next speaker, Henry L. Page, director, division of plant industry, state of New York, was "Changing Times in Regulatory Practices." He believes that in the coming years there will be fewer but larger nurseries and that nurserymen will tend to become specialists in certain crops. The high cost of labor is making mechanization necessary, he said, and added that those nurserymen who can employ well-trained personnel are the ones who will survive.

Mr. Page also believes there will be fewer retail outlets in the future and these will specialize to a greater degree. Mr. Page predicted that fewer certificates attached to nursery stock will be required, but the ones remaining will have more meaning.

The new ports and seacoast created by the St. Lawrence seaway have caused new regulatory problems, pointed out Mr. Page. With the world shrinking through faster transportation, diseases can spread faster and farther. Also new packaging causes regulatory problems. Further difficulty arises from the need for underground inspection for crown gall and nematodes. Mr. Page believes that the use of grades will increase.

"New Dimensions in Ornamental Horticulture" was next discussed by Dr. John Seely, head, department of floriculture and ornamental horticulture, Cornell University. He said there has been a shift in customer buying habits toward more expensive stock, larger specimens and material that is easy to handle and plant.

Supermarket Sales

Declaring that the consumer will spend more in the future, Dr. Seely pointed out that in 1957 supermarkets in New York state sold \$44 million of garden supplies and plants and that in 1959 this figure advanced to \$100 million.

Dr. Seely believes there will be changes in county extension work, with more emphasis on home gardening. Discussing research, he pointed out that turf grass is big business.

[Continued on page 72]



Panel that discussed "Changing Times in the Nursery Business" at the annual convention of the Eastern Regional Nurserymen's Association: Left to right, Sidney B. Hutton, Jr.; Valleau C. Curtis; Dr. Richard P. White, and Vincent K. Bailey.

Kansas City Hosts Western Meeting

Growers' Topics, Marketing and Management Covered in 3-Day Program

By Ralph B. Ricklefs, Jr.

Meeting in convention at the Hotel Bellerive, Kansas City, Mo., members of the Western Association of Nurserymen elected Fred Little, Williams & Harvey Nurseries, Kansas City, Mo., as association president for the coming year. Serving with him will be H. F. (Jim) Danbury, the Garden Shop, Overland Park, Kan., vice-president, and Howard Doman, Willis Nursery Co., Ottawa, Kan., secretary-treasurer.

Although the convention was officially scheduled for January 3 to 5, it actually began Monday evening, January 2, with a sandwich-and-coffee buffet, courtesy of the Willis Nursery Co., Ottawa, Kan. The hosts also presented a showing of 3-D slides after the buffet, the first group of which were scenes taken in the nursery fields and propagation unit of the Willis Nursery Co. Potting and container operations were shown, as well as digging equipment and other machines in operation in the fields.

The second group of slides, also in color and 3-D, were taken by John Pinney, Willis Nursery Co., on a trip through the Rocky Mountain national park, Zion national park, Bryce canyon and the north rim of the Grand canyon.

"Plant Doctor" Speaks

This presentation was followed by a most interesting talk on plant diseases by Dr. Cynthia Westcott, one of the foremost authorities on insects and plant diseases in the United States today. She spoke from her wide experience as "The Plant Doctor," the title under which she ministers professionally to ailing plants in private gardens.

She prefaced her talk by saying that probably one of the worst enemies of garden plants, shrubs and trees is the overenthusiastic owner, who, for instance, burns the foliage by spraying with two or three different chemicals for the same thing at the same time when the plant would have been better off with no treatment at all.

Dr. Westcott talked about various wilts and bacterial and fungus diseases, with emphasis on crown gall, cankers, leaf spot, black spot, anthracnose, mildew and rusts. She touched briefly on the magnitude of the nematode problem. She also dis-

cussed the many ways diseases are spread. During her talk, she used many charts or drawings in color illustrating the damage done by each disease discussed.

Call to Order

The business meeting at 1:30 Tuesday afternoon, January 3, was called to order by Vice-president Fred Little. President Fred Schnitzler, Schnitzler Nursery, Wichita, Kan., just out of the hospital and convalescing from surgery, was unable to attend. An appropriate card

was circulated for each member to sign and then was sent to Mr. Schnitzler.

Jim Danbury, Kansas City, secretary, read the minutes of the previous meeting, and, among subsequent business matters, it was brought out that the executive board of the American Association of Nurserymen will meet with the W. A. N. in January, 1962.

Later in the afternoon, Dr. Cynthia Westcott continued her talk of the previous evening, discussing various scale insects and the use of dormant sprays in their control. On some, such as scale on lilacs, the timing is highly important.

Bushes should be sprayed about two weeks before the buds open. Some scales, such as euonymus scale, are difficult to control. Dormant oil spray before growth begins followed by malathion for the crawlers in May, June, July and August are about the best control measures that can be employed.

Dr. Westcott next talked about the several kinds of aphids, mentioning such sprays as lindane, malathion and nicotine for their control. She also deplored the sometimes unnecessary use of broad-spectrum sprays including DDT, which kill the natural enemies of aphids, such as lady beetles, certain wasps and others. She urged keeping a diversity of plantings in the garden, in order to have some plants that do not require spraying at the same time that others do. This system would give beneficial insects a place of refuge at all times.

Among many other pests discussed were pine-shoot moths, sawflies and beetles, particularly the Japanese beetle, grubs of which eat grass sod, while the adults are suspected of spreading Dutch elm disease. Dr. Westcott stressed the cleaning up of the garden in the fall to destroy any overwintering home for insect pests.

Labor Problem

After a coffee break, George Rose, Henry Field Seed & Nursery Co., Shenandoah, Ia., a member of the A. A. N. board of directors, gave an interesting talk on the activities of the A. A. N. and what benefits it provides for its members.

Among major legislative items of interest to nurserymen that will be

[Continued on page 99]

WILDER AWARD TO WHITE



H. B. Tukey, left, head of the horticulture department, Michigan State University, presents the Wilder medal to Dr. Richard P. White, Washington, D. C. executive vice-president of the American Association of Nurserymen, for his contribution to the fruit industry. The Wilder medal is sponsored by the American Pomological Society, which met January 5 at Purdue University, Lafayette, Ind., in connection with the university's annual horticultural week.

In the citation, the society noted that Dr. White was instrumental in making co-operative arrangements between the American Pomological Society and the A. A. N. to sponsor a valuable series of surveys of fruit varieties, fruit trends and nursery production. The citation also recognized Dr. White's efforts in many other activities that have benefited the fruit industry, among them the introduction of virus-free strawberry plants produced by federal and state agencies; meetings of the national plant board with various regional plant boards to discuss matters of quarantine, inspection and certification, and the A. A. N.'s program of rigid maintenance of the American Standard for Nursery Stock as it applies to fruit trees.

Indiana Arborists Hear Program on Varied Topics

By Andrew T. Leiser

The Indiana Arborists' Association met for its midwinter conference January 4 to 6 in the Purdue University Memorial Center, Lafayette, Ind. The meetings opened Wednesday evening with an informal session and the executive board meeting. Seventy-eight arborists were registered.

Thursday morning the arborists were welcomed by Dr. E. C. Stevenson, head, horticulture department, Purdue University, who briefly reviewed the concept of the land grant colleges and the fact that they have a duty to make educational opportunities available to all who seek college education. Adherence to this concept means that any student has the opportunity of attempting to prove his worth at the college level.

Tools Discussed

In his discussion of "Shop Kinks," Karl Kummerling, Karl Kummerling & Associates, Inc., Canton, O., noted that information on the longevity or working life of tools is not available. The Kummerling organization is now branding or marking its tools with a date and hopes to be able to evalu-

ate the useful life of tools in the future. A summary of this talk will appear in a later issue.

The concluding speaker on the morning program was Don Bowton, vice-president, Dale Carnegie Courses, Fort Wayne, Ind., who discussed salesmanship. Mr. Bowton, in an interest-holding talk, pointed out that a salesman must create in the public a knowledge of, desire for, and confidence in his product.

The salesman should be more concerned with showing an interest in the consumer's needs and problems than in making a sale. He repeatedly stressed that work is a requisite for the good salesman and that he must be willing to improve himself so that he may be better able to serve his public.

The Thursday afternoon program opened with a series of presentations concerning the genus acer. These addresses, "Maple Blight," by R. L. Geise, department of entomology, Purdue; "Foliar Diseases of Maple," by Dr. J. C. Carter, plant pathologist, University of Illinois, Urbana, and "Trunk and Root Problems of Maples," by Dr. Ralph

Green, department of botany and plant pathology, Purdue, and a session on identification of some of the common maples, conducted by Dr. Andrew Leiser, department of horticulture, Purdue, will be summarized in a later issue.

Tree Feeding

Dr. Paul Tilford, Wooster, O., concluded the afternoon program with a discussion on the feeding of trees. Dr. Tilford pointed out that the soil is a portion of the tree's environment and contains a great many mineral elements, some of which are essential and some not. He reviewed the essential elements in the soil—phosphorus, potassium, nitrogen, sulphur, calcium, iron, magnesium, boron, manganese, copper, zinc and molybdenum—and pointed out that recent research indicates chlorine may also belong in this list.

Recent thinking appears to be that high applications of phosphorus or potassium are not particularly beneficial to shade trees and that a suitable fertilizer for trees would be relatively high in nitrogen and lower in these other two major elements.

Dr. Tilford then summarized the information contained in the "Guide for Fertilization" prepared by the National Arborists' Association. He pointed out that this guide was based on generally accepted practices by the arborists and as such is an average of what the industry considers to be the most satisfactory procedures of tree nutrition.

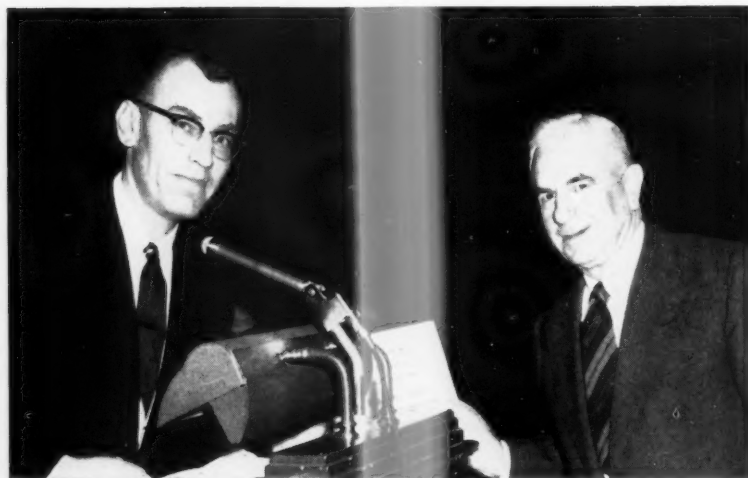
The evening session of the arborists' meeting consisted of an informal panel and discussion group. Questions had been collected during the day from the attending members and these formed the basis for the various discussions, with the speakers of the morning and the afternoon sessions acting as panelists.

The Friday sessions were opened by J. Phares, of the General Telephone Co., Fort Wayne, Ind., who demonstrated the characteristics of microwaves, which are utilized in the most recent developments in communications.

Mr. Daniels, of the Hartford Accident & Indemnity Co., Indianapolis, Ind., presented a talk entitled, "Save Money with a Safety Program." The fact that there is much misdirection of effort in safety programs was pointed out. All too often safety programs are only concerned when there has been actual injury or damage to equipment. These cases are relatively few and put safety in the wrong focus.

The problem is really a matter of
[Continued on page 113]

INDIANA NURSERY WINS HORTICULTURAL HONOR



R. B. Tukey, left, Purdue University horticulturist and president of the Indiana horticultural society, presents the society's certificate of appreciation to Fred Hobbs, vice-president of C. M. Hobbs & Sons, Inc., Bridgeport, Ind. Mr. Hobbs received the certificate on behalf of the nursery, the largest and oldest in Indiana, which was honored for its service to horticulture and the fruit industry since 1812. Presentation was made at the annual horticultural week banquet, January 5, at Purdue University, where the society observed its centennial meeting.

Varied Awards Presented at Indiana Meeting

Program Features Research Reports,
Discussion of Personnel Problems

By Donald L. Schuder



Officers elected at the Lafayette meeting of the Indiana Association of Nurserymen: Left to right (seated), Floyd Bass, Jr., vice-president, and Howard M. Gaar, president; (standing) George Kochler, Robert Bauge and Victor Beer, executive committee members.

The winter meeting of the Indiana Association of Nurserymen was held January 3 to 5 at the Memorial Union, Purdue University, Lafayette, Ind., as a part of Horticultural week. At the nurserymen's banquet on the evening of January 4, Robert M. Hobbs, C. M. Hobbs & Sons, Inc., Bridgeport, Ind., was honored with the first award of merit bestowed by the Indiana Association of Nurserymen.

That same evening Robert Bauge, Bristol, chairman of the market development and publicity committee of the American Association of Nurserymen, presented industrial landscaping awards to Carl Tillman, Tillman Nursery, Newburgh, and representatives of Mead Johnson & Co., Evansville.

At the Horticultural week banquet, January 5, two other awards were made honoring members of the

nursery industry. H. B. Tukey, head of the department of horticulture at Michigan State University, presented the American Pomological Society's Wilder medal to Dr. Richard P. White, executive vice-president of the American Association of Nurserymen, for his many contributions to the fruit industry.

Fred Hobbs, vice-president of C. M. Hobbs & Sons, Inc., received a certificate of appreciation from the president of the Indiana Horticultural Society, R. B. Tukey.

New Officers

At the concluding business session, Howard M. Gaar, Gaar Nurseries, Chesterfield, was elected I. A. N. president for 1961. Named vice-president was Floyd Bass, Jr., Bass Nursery, New Augusta. Newly elected directors are Robert Bauge, Bristol, who will serve two years to

complete the unexpired term of Lowell Moore; George Kochler, West Lafayette, and Victor Beer, Milford, both of whom were elected to 3-year terms.

The attendance at the winter meeting, including the nurserymen, speakers and guests, was a little over 200. The group was welcomed to the University by Prof. E. C. Stevenson, head of the Purdue department of horticulture. He reported that, contrary to a national trend, the Purdue enrollment in agriculture is increasing.

Professor Stevenson reported that there are approximately 40 sophomores, juniors and seniors majoring in horticulture at Purdue, and gave the various trade associations partial credit for this increase in students.

The keynote speaker, Stephen

[Continued on page 93]



Highlight of the Indiana Association of Nurserymen's winter meeting was the presentation of awards at the annual banquet January 4. At left, Prof. E. C. Stevenson presents the society's first award of merit to Robert M. Hobbs (seated) as he receives congratulations from the awards committee (left to right), W. E. Cunningham, Argel L. Pion and Prof. H. W. Gilbert. At right, Robert Bauge (left) presents a "Plant America" award to Carl Tillman for his planting of the Mead Johnson establishment at Evansville, Ind.



Maryland Association Convenes at Baltimore

By Fred H. Kilner

A critical analysis of the nursery industry, coupled with a forecast of changes to come in individual business enterprises during the next 10 years, provided a thought-provoking talk delivered by one of the industry's leaders during the annual meeting of the Maryland Nurserymen's Association held January 11 and 12 at the Sheraton-Baltimore Inn, Baltimore, Md. Subjects of other talks heard by the 167 registrants included highway landscaping, credit, telephone procedure, landscaping, state beautification and various phases of business management.

Achievement Award

A highlight of the meeting was the presentation of a professional achievement award to Andrew N. Adams, Sr., Ten Oaks Nursery & Gardens, Inc., Clarksville, one of the founders and an early director



Re-elected to serve the Maryland Nurserymen's Association for another year were (left to right) Thomas Adams, executive secretary; Carville M. Akehurst, first vice-president; Ray Gustin, Jr., president; Dr. George Langford, education director, and Carl Orndorff, treasurer.

of the Maryland Nurserymen's Association.

Officers Elected

In the election of officers, the same slate was returned to office as had served the past year: President, Ray Gustin, Jr., Gustin Gardens, Inc., Rockville; first vice-president, Carville M. Akehurst, Akehurst Nurseries, Fullerton; second vice-president, Alfred T. Burton, J. H. Burton & Sons, Hyattsville; treasurer, Carl Orndorff, Kalmia Farms, Inc., Deerwood; executive secretary, Thomas T. Adams, Ten Oaks Nursery & Gardens, Inc.; educational secretary, Dr. George S. Langford, state entomologist, University of Maryland, College Park, and farm bureau representative, Paul S. Hoffman, Towson Nurseries, Inc., Cockeysville.

Directors elected for one year in-

cluded the following: E. Sam Hemming, Eastern Shore Nurseries, Inc., Easton; Andrew N. Adams, Jr., Ten Oaks Nursery & Gardens, Inc.; James McWilliams, Maxalea Nurseries, Baltimore, and Daniel B. Stoner, Westminster Nurseries, Inc., Westminster. Serving as directors for two years will be Paul Stadler, Stadler Nursery, Silver Spring; Mrs. Tinsley Meekins, Meekins Evergreen Nursery, Cambridge; C. Warner Price, Towson Nurseries, Inc., and J. F. Hakes, Ellerslie Nursery, Glenwood.

Opening Session

The convention was called to order by President Gustin, Wednesday morning, January 11. The opening speaker, Charles R. Anderson, chief landscape architect, state roads commission, Baltimore, delivered a talk entitled "What the State Road Commission Means to the Maryland Nurserymen." He said that in the years ahead it will mean more and more. The commission now has a landscape section in the engineering division and it is expanding rapidly to handle properly the many phases of roadside development. A summary of this talk will be featured in a later issue.

Arresting attention was the talk delivered by Sidney B. Hutton, Jr., Conard-Pyle Co., West Grove, Pa., and a director of the American Association of Nurserymen. Stating he is optimistic in regard to the immediate future of the nursery business and its continued expansion, Mr. Hutton predicted notable changes in the size and character of individual enterprises. So impressive was his talk that it will be presented in full in a later issue.

After the Wednesday luncheon, [Continued on page 153]



A professional achievement award was presented at the annual banquet of the Maryland Nurserymen's Association to Andrew N. Adams, Sr., Ten Oaks Nursery & Gardens, Inc., Clarksville. He is shown above (second from right) with his wife and two sons, Andrew, Jr., (left) and Thomas (right).

Record Attendance at Iowa Convention

Talks on Modern Merchandising, Garden Center Operation and Landscaping Heard

By Donald Kaupert

Typical of the growth in attendance at nurserymen's conventions throughout the country, which reflects the growth of the industry as a whole, the Iowa Nurserymen's Association set a new attendance mark of 204 at its 40th annual convention held at Cedar Rapids, Ia., January 12 to 14. The previous high was 175, set last year. Highlights of the convention were talks on modern merchandising, garden center operation and landscaping.

Dwight Hughes, Cedar Rapids Nursery Co., Cedar Rapids, was retained as president of the association for another term. Earl Ferris, Earl Ferris Nursery, Hampton, was again elected to the vice-presidency, and the new secretary-treasurer is Victor Foster, Foster's, Inc., Garden Supplies, Waterloo.

New members of the board of directors are Lee Haynie, Earl May Seed & Nursery Co., Shenandoah, who was elected chairman, and Jess Walton, Walton Nurseries, Muscatine. Holdovers from last year's board are William Heard, Heard Gardens, Des Moines; Robert Ferguson, Robinson & Parnham, Des Moines, and William Rickoff, Gateway Nursery, Clinton. Les Sjulin, Inter-State Nurseries, Hamburg, was re-elected to the Iowa agricultural research corporation.

President Hughes called the convention to order and introduced Robert Caldwell, executive vice-president, Cedar Rapids chamber of

commerce, who welcomed the nurserymen.

Dwight Hughes, delivering the president's remarks, spoke briefly on the growth of the association since its first convention 40 years ago, which had an attendance of 11 members. He said that many of the problems which faced those men are prevalent today, along with several new ones which have come to the fore in the ensuing years. He urged all I. N. A. members who are not also members of the American Association of Nurserymen seriously to consider joining.

Membership Gain

Reports of the various standing committees were then heard. Victor Foster said that the active membership of the association had increased from 82 in 1959 to 97 in 1960, a net gain of 15 new members. The associate membership stands at 59.

Winton Etchen, of the state horticultural department, Des Moines, giving the publicity committee report, said the department had set up horticulture information centers for the Iowa state fair and the dairy and cattle show. Plans have been made for a similar center at the home and flower show. Efforts are being made to have well-known horticultural speakers talk to garden clubs and civic groups. The department also is planning to initiate a horticultural promotion program through newspapers, radio and TV. But in

order for such a program to be successful, adequate appropriations must be forthcoming from the legislature, Mr. Etchen added.

Speaking for the "Plant Iowa" committee, William Heard said that a promotional brochure was printed and issued; a maple was planted at the state Capitol grounds, with the governor present, and support is being given to a group called the S. O. S. ("Save Our Scenery") in a fight to defeat a bill before the state legislature which would allow unrestricted use of billboards on new interstate highways.

A. A. N. Reports

A film report on the advanced nursery management conference at Minnowbrook, sponsored by the A. A. N., was then given by George Rose, Henry Field Seed & Nursery Co., Shenandoah. Before viewing the film, the group was urged to attend the A. A. N. management conferences, either those on a beginner level, held at Lake Arrowhead in California and Sagamore in New York state, or the advanced course at Minnowbrook, in New York state.

The rest of Thursday afternoon was devoted to a program revolving around the activities of the American Association of Nurserymen, with Dr. Richard P. White, executive vice-president, the first speaker.

Regarding the incoming administration at Washington, Dr. White called for an objective outlook. He said that eight years ago the American people chose a conservative government; now they have reverted to a more liberal choice. Congress will not undergo much change, according to Dr. White. If anything, it will be more conservative than the former, because of gains made by the Republicans.

Next on the program was Howard P. Quadland, director of the A. A. N. public information service, New York, N. Y. Mr. Quadland said that recent surveys in selected areas indicated some pertinent facts concerning the nursery industry. Facts mentioned were that 78 per cent of a retail nurseryman's trade comes from within a radius of 10 miles; women make most of the plant purchases, and most homeowners purchase their landscape materials in their initial year of ownership, indicating that



Officers and directors of the Iowa Nurserymen's Association for 1961: Left to right (front row), Victor Foster, secretary-treasurer; Dwight Hughes, president; Earl Ferris, vice-president; (back row) Lee Haynie, board chairman, and Jess Walton, Robert Ferguson and William Heard, directors.



Participating in the nurserymen's clinic panel at the Iowa Nurserymen's Association convention were (left to right) William Heard, Dean Platt and C. C. Smith.

they should be contacted regarding landscaping as early as possible. Other surveys point up the fact that nurserymen, in general, are not communicating with their potential customers enough, or with the best means.

Mr. Quadland concluded by saying that the A. A. N. has several publications to assist members in the conduct of promotional activities and cited the publicity and promotional program which the A. A. N. is conducting with the co-operation of the mass media and various other associations and groups.

Name Delegates

The remainder of the Thursday agenda was devoted to brief reports by the state delegates on the 85th annual A. A. N. convention at Cincinnati, O., and the A. A. N. chapter 10 meeting, where election of delegates to the 1961 convention at Washington was held. Delegates elected were Earl Ferris and Arnold Webster, Kuehn's Nursery, Cedar Falls. Alternates selected were Lee Haynie; Harold Parnham, Robinson & Parnham, Des Moines; Dean Platt, Platt's, Waterloo; C. C. Smith, Sherman Nursery Co., Charles City, and Charles Meyers, Meyers Nursery, Waterloo.

Thursday evening the nurserymen enjoyed a dinner prepared by the Sokols, members of an organization devoted to the preservation of Czech customs and culture in America. Those attending were entertained after dinner by a group of young people in native costumes who danced to Czech music.

Nurserymen's Clinic

The program on Friday, January 13, was begun with a nurserymen's clinic. C. C. Smith, speaking for the wholesalers, said that the whole-

saler depends on the retailers and vice versa. He noted that, in conferring with other wholesalers at the Cincinnati convention, collections last year were declared slower and complaints from retailers were up from previous years' records.

The next speaker on the nurserymen's clinic was Dean Platt, who offered some practical suggestions on garden center operation. A good system of inventory control is a must, Mr. Platt said. Through effective inventory control, one can note what items are moving the fastest and give them more floor space than those which move slower. Concerning credit collections, Mr. Platt said that his firm prints a statement on the bottom of its invoices, reminding the customer that a late charge will be added to past-due bills. This has greatly accelerated the payment of small accounts, the collection of which can become a bothersome task.

Another idea which will be incorporated into the garden center operation this year is the elimination of several different sizes of plants. It is planned to offer plants in only three sizes for each variety, thus cutting down the necessity for cumbersome inventories on odd-size plants. He is convinced that customers will be just as satisfied with a choice of three sizes as with a more extensive range. The offering of bulk materials in bins will also be tried this year. Potting soils, peat moss and other bulk materials can be successfully sold this way with a minimum of effort and time expended.

Landscape Talk

The third and final member of the nurserymen's clinic panel was William Heard, who spoke on landscaping. Mr. Heard cited the A. A. N. publication "Business Anti-

biotics" as one of the most informative booklets of its kind. This publication stresses the fact that the businessman must keep a constant eye on his costs and watch for fluctuations.

Winter is a good time to plan activities for the months ahead, Mr. Heard stated. He attempts to set up a broad plan by writing down a tentative scheduling of things that need to be done, including the many odds and ends which are often put off from one season to the next.

Mr. Heard feels that nurserymen and landscape men will run into tough competition for manpower in the future. He said that one should acquire the best type of personnel that is available and offer good wages, fringe benefits and paid vacations in order to keep workers content. In peak rush periods, the rental of special machinery which saves wear and tear on personnel is a good idea.

Regular contact with potential customers is an important factor in any landscape business, Mr. Heard said, and personal touch is important. The amount and type of service which is offered customers greatly determines the success of one's business. A knowledge of plants is also a must for the landscape man. In closing, Mr. Heard said that the various segments of the nursery industry should work together to fight against outside competition. Members should conduct themselves as professionals and educate their customers on the merits of buying only quality stock for the landscaping of their homes.

Local Planting Projects

The next speaker was Worth Karns, of the Iowa development commission. It is up to the nurserymen to offer their assistance to city planning agencies and to concern themselves with setting up standardization policies for shade tree specifications, he declared. With the help of the nurserymen and landscape men, the city's landscapes can be made more attractive, which in turn will create favorable impressions on the industrialist who may be investigating the desirability of a factory site in the particular area. Mr. Karns answered questions concerning the work of the Iowa development commission after his brief talk.

The concluding speaker on the Friday morning program was Paul E. Haffey, vice-president for sales, McHutchison & Co., Ridgefield, N. J. Mr. Haffey spoke on modern merchandising. He said that if a firm is to prosper it must merchan-

[Continued on page 147]

Panels Highlight New Jersey Meeting

Landscape Estimating, Ground Covers, Taxus and Retail Selling Are Topics

By Roy H. DeBoer

After one year at Asbury Park, the New Jersey Association of Nurserymen returned this year to Atlantic City for the 1961 annual winter meeting January 12 and 13. A good program, aided by unusually good January weather, resulted in an attendance of 175 persons, representing over 60 New Jersey nurseries.

Nurserymen from the nearby states of Pennsylvania, New York, Delaware and Maryland were also present. The facilities of the new La Concha hotel, swimming pool included, helped set the scene for a successful meeting.

Slate for 1961

Officers elected at the final session were Hans Hess, Hess' Nurseries, Wayne, president; Edward Wyckoff, Red Spade Nursery, Morristown, first vice-president; Roland deWilde, of deWilde's Rhodo-Lake Nursery, Shiloh, second vice-president; August Kindsgrab, St. Cloud Nurseries, West Orange, treasurer; Charles Ur, Maple Grove Nurseries, Montville, assistant treasurer, and Frederick J. Noble, Lovett's Nursery, Inc., Little Silver, trustee.

The executive committee will consist of William McNaughton, McNaughton's Nurseries, Haddonfield, N. J.; Louis deWilde, of deWilde's Rhodo-Lake Nursery; James Corradi, A. Corradi & Son, Summit,

and Joseph Moreau, Moreau Landscape Service, Freehold.

Klaas deWilde, of Perkins-deWilde Nurseries, Inc., Shiloh; Walter Ritchie, Colonia, and William Flemer III, Princeton Nurseries, Princeton, were chosen American Association of Nurserymen delegates, with Hans Hess; Albert Flemer, F & F Nurseries, Holmdel, and William Wells, Cumberland Nurseries, Millville, as alternates.

The morning of Thursday, January 12, marked the arrival of the conventioners, registration and the trade session, including visits to the exhibits and demonstrations. Members and guests were welcomed at the luncheon by the outgoing president, Peter Vermeulen, John Vermeulen & Son, Neshaic Station.

In his president's address, Mr. Vermeulen stated that immediate attention and co-operative effort are required in four broad areas of activity. Through co-operation in the field of merchandising, nurserymen can join in producing and promoting service and quality rather than beat each other's prices down to ruinous levels.

Nurserymen must rid themselves of a somewhat suspicious attitude toward the field of research and co-operate in supporting the experimentation that leads to industry progress. In the areas of government and labor unionization, co-operative effort is

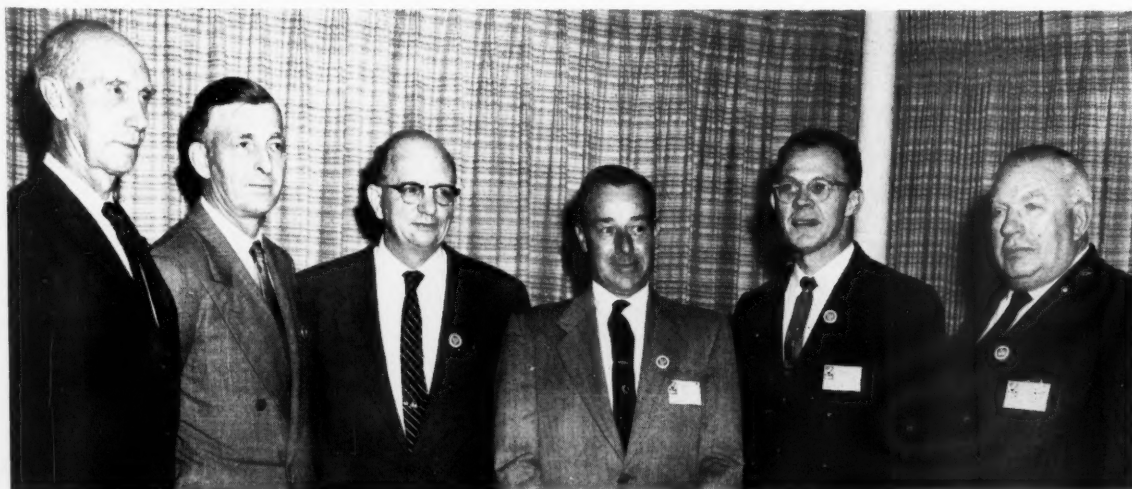
needed now to formulate equitable tax and labor programs that can be proposed to legislators and solidly supported.

Afternoon Panels

The afternoon program began with a panel discussion, "Landscape Estimating for Profit," moderated by Edward Wyckoff. Panelists Al Vick, Vick's Wildgardens, Inc., Gladwyne, Pa., and James Corradi described their methods of estimating and selling private landscape jobs, while Harris Grand, Harris Grand Landscape Co., Brooklyn, N. Y., detailed the close calculations he must make in preparing bid estimates on the municipal and public projects that comprise most of his work.

Joseph Moreau introduced the second panel discussion, "Ground Covers Old and New," by outlining landscape uses of ground covers. Continuing the presentation with displays and discussions of individual ground cover specimens were Roland deWilde; William Flemer III; Peter Vermeulen; Henry Hanneman, Bucklin Fruit Farms & Garden Center, Holmdel; Albert Flemer, and Raymond Korbobo, Rutgers, the State University, New Brunswick. Both this discussion and the landscape-estimating panel will be reported fully in later issues of the American Nurseryman.

The third part of the afternoon
[Continued on page 158]



Newly elected officers of the New Jersey Association of Nurserymen: Left to right, August Kindsgrab, treasurer; Edward Wyckoff, first vice-president; Roland deWilde, second vice-president; Hans Hess, president; Peter Vermeulen, outgoing president, and Fred Noble, trustee.

Sorting the Woody Ornamentals

Graceful Birches Popular Despite Pests And Short Life

By Donald Wyman

Horticulturist, Arnold Arboretum

The birches have long been popular ornamental trees in America, chiefly in the northern United States and Canada. Several are native Americans, but many species have been introduced from Europe and Asia. In general, they are graceful trees, the most popular being those with white bark on trunks and larger branches. Some of the others are highly serviceable, either because they will grow well in wet soil or because they will exist as well as any other trees—or better—in dry, poor soils.

Of the 14 recommended birch species and varieties in this article, most are commonly known. Of the 70 species and varieties that are not recommended, many are shrubby natives of the far north and of little ornamental value when compared

with such plants as forsythias, viburnums, privets and lilacs. Many of the exotic species and varieties, although they may be interesting botanically, have little to offer as ornamentals when compared with those recommended.

Should Be Moved B&B

In general, the birches are rather short-lived and are difficult to transplant. To insure success they should be balled and burlapped and may best be moved in the spring. Arborists know that they are persistent "bleeders" and that pruning is best done at almost any time of the year except in the spring when the sap is running.

Although large branches seem to break readily under heavy coats of ice and snow, some species, like the



Betula Populifolia

gray birch, have trunks that are extremely pliable. I have seen plants of this species, 20 to 30 feet tall, covered with ice and bending down to and touching the ground; yet the additional weight had come so gradually that after the ice melted, the trunks eventually returned to their normal upright position.

Most of the birches have a bright yellow autumn color. The flowers are unisexual, with both male and female flowers on the same tree. The maturing of the catkins in the early spring and the blown pollen in the air are two of the first signs of plant activity. Those familiar with the woods know that birch is one of the few living or green woods that will burn, making this tree a welcome source of fuel when the woodsman is in a hurry to start his campfire.

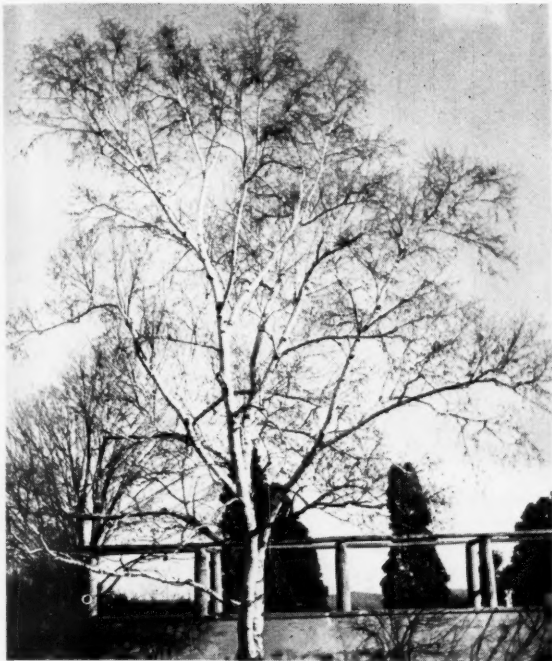
Birches are susceptible to at least two serious insect pests, which, if not properly controlled, can mar their effective use as ornamentals. The first is the bronze birch borer, a small flat-headed grub about a half-inch to an inch long, which eats just under the bark and, if present in numbers, can kill the tree.

Betula pendula is especially susceptible to this insect. I have seen mature trees in the Cleveland, O., area that had to be removed because this insect had killed the tops of the specimens and done the damage before control measures were taken. *Betula papyrifera* is not supposed to be nearly so susceptible to the inroads of this insect. When recommended control measures—spraying with DDT or dieldrin in late May



Betula Pendula

The illustrations accompanying this article were made from photographs supplied by the Arnold Arboretum, Jamaica Plain, Mass.



Betula Papyrifera



Betula Dávurica

and twice more at 2-week intervals—are overlooked, attacks from the insect may soon follow, especially if the tree is *B. pendula* and growing in poor soil.

Birch Leaf Miner

The other insect that is most troublesome, in New England at least, is the birch leaf miner, a small insect that eats its way between the upper and lower epidermis of the leaf. If and when this happens, there is little that can be done; the leaf is marred for the rest of the season.

Lindane and malathion sprays are effective, if applied about May 1 and followed at 10-day intervals with two additional sprays. The second brood appears about July 1, when another spray (followed by still another July 10) should be given.

With these hazards in mind, many a grower will not want to have a large number of birches in his nursery. The list of 14 here recommended is far too many for any one grower, but these are the better ones that should be carefully scanned by the grower when he decides to produce birches.

Of those recommended, *B. papyrifera*, *pendula*, *populifolia*, *platyphylla* and their varieties have white bark. Those of us living in the northern United States and Canada have learned to like the first, the native canoe birch, most of all. It does not have the graceful form or branching habits of *B. pendula* and its varieties, but, when one has to consider

the inroads of the bronze birch borer, it may well be that the canoe birch is the safer of the two species to plant.

The gray birch is a much smaller tree and is valued by landscape men because it grows in clumps, although it is not nearly so tall, nor does it have so clear a white bark as does the canoe birch. *Betula platyphylla* is the Asiatic counterpart of the canoe birch in America and the European birch in Europe. Actually it might be the first to eliminate from this short list of recommended white-trunked trees.

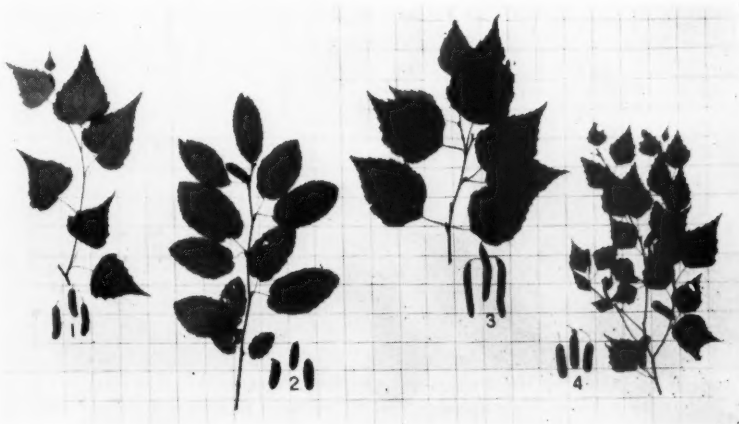
The native American river birch, *B. nigra*; the sweet birch, *B. lenta*, and the Dahurian birch of northeastern Asia are the other birch species

recommended that do not have white bark, but nevertheless have ornamental values of their own. The river birch is chiefly valued as a tree for wet soils; otherwise, it need not be used.

The sweet birch is an excellent ornamental from the standpoint of foliage, general shape and the vigor with which it grows. The Dahurian birch has an interesting bark formation, but if this characteristic is not deemed desirable, one might omit the species from the recommended list.

Although usually associated with northern plantings, both *Betula nigra* and *B. pendula* have been noted as doing well in California. The yellow birch, *B. lutea*, is native down the eastern coast into Florida. So this

[Continued on page 65]



Foliage of Betula Species: 1, Populifolia; 2, Lenta; 3, Papyrifera; 4, Pendula



Officers of the Connecticut Nurserymen's Association elected at the 54th annual C. N. A. meeting held recently at Cheshire, Conn.: Left to right, Arthur C. Bird, Sr., treasurer; Russell J. Griffin, president; Bruce Vanderbrook, retiring president, and Emil J. Trampusch, vice-president.

Industry's Growth Told at Annual Connecticut Meeting

By Kenneth A. Bradley

Elected to serve the Connecticut Nurserymen's Association for 1961 at the group's 54th annual winter meeting, held December 28 at the Waverly Inn, Cheshire, Conn., were Russell J. Griffin, Verkade's Nurseries, New London, president, and Emil J. Trampusch, Flowerfield, Monroe Center, vice-president.

Erwin W. Whitham, E. W. Whitham Sales Agency, Manchester, and Arthur C. Bird, Sr., Bristol Nurseries, Inc., Bristol, were re-elected to their posts of secretary and treasurer, respectively. Elected to the executive committee were the immediate past president, Bruce Vanderbrook, Vanderbrook Nurseries, Manchester; Norman Leghorn, Leghorn's Evergreen Nursery Co., Inc., Cromwell, and Henry Verkade, Jr., Verkade's Nurseries.

Calling the meeting to order earlier in the day, the 1960 president, Bruce Vanderbrook, welcomed the 175 nurserymen and their guests and expressed his appreciation to the various committees for their assistance during the past year.

Executive Secretary Charles Barr read a letter from Secretary Erwin Whitham, Manchester, expressing his regrets at being unable to attend the annual meeting for the first time in 25 years. President Vanderbrook expressed the sentiment of members who had commented during the reg-

istration period that they missed the familiar, friendly greeting from "Whit" and "Fran" Whitham.

President's Report

The reports of the treasurer and of the executive secretary were read and accepted. Included in President Vanderbrook's report from the executive committee was an account of "Plant Connecticut" week, a feature of which is a C. N. A.-sponsored landscape planting.

This annual event is the result of a contest in which 4-H Clubs in each of the eight counties are asked to write essays giving reasons why a building or area in their county should be landscaped. A committee of nurserymen judges the essays. This year's winning essay was submitted by the New London County 4-H Rural Youth Club and explained the need for a foundation planting at the 4-H Center at Franklin, Conn.

Reporting for the short course planning committee, Chairman Henry Verkade, Jr., cited the highlights of the ninth annual Connecticut nurserymen's short course scheduled for January 25 and 26 at the University of Connecticut, Storrs.

William Robinson, E. D. Robinson Sales Agency, Wallingford, presented two new nurseries for firm membership. They are the Oak Tree Farm Nurseries, Orange, represented by

Sal Cioffi, and Norway Spruce Gardens, Killingly, represented by Nils P. Tandberg. Both recommendations from the membership committee were voted on affirmatively, and the new members were welcomed into the association.

Louis Vanderbrook, Vanderbrook Nurseries, presented three citations from the resolutions committee, honoring the memory of Past President and Treasurer Fred S. Baker, Past President Edward J. Kelley, and honorary member Walter Adams. In a report from the executive and legislative committee, Norman Leghorn discussed items pertinent to possible future legislative action.

Gypsy Moth

At this time a special feature of the program was a United States Department of Agriculture film, tracing the history of the spread of the gypsy moth in this country, from the time of its accidental liberation from an experiment being conducted by a scientist at Medford, Mass. The film showed various control measures attempted over the years, including the efficient, present-day aerial spraying.

Harry L. Smith, regional supervisor, U. S. D. A. plant pest control division, Moorestown, N. J., summarized recent steps being taken to combat this pest, which has been increasing at an alarming rate in recent years in Connecticut. He also warned of the possible broader infestation of European chafer in this state.

F. Raymond Brush, executive assistant, American Association of Nurserymen, reviewed the duties of the staff members working out of the Washington office of the organization. He cited numerous activities in which the A. A. N. participated during the past year.

George E. Tuoti, Tuoti Landscape Co., Ridgefield, made the presentation of the "Connecticut Nurseryman of the Year" award to Louis Vanderbrook. Mr. Vanderbrook, recently retired from a lifetime devoted to the nursery business, was president of the C. N. A. in 1938 and 1939. He was president of the New England Nurserymen's Association in 1941 and 1942 and he also served for seven years as secretary of the latter association.

On numerous occasions, he has represented the New England group at national meetings of the A. A. N. He is also past president of the Plant Propagators Society and was recently elected secretary-treasurer of that organization. In making the presentation, Mr. Tuoti praised Mr. Van-

[Continued on page 54]



Officials of the North Carolina Association of Nurserymen, shown after their election at the annual N. C. A. N. short course at Raleigh: Left to right, Warren Redd, director; Earl Pettey, vice-president; Jerome Lindley, past president and director; Hugh Vann, executive secretary-treasurer; Nat Dixon, director, and Warren Steed, president.

Varied Program in North Carolina

Landscape Design, Lawn Grasses, Plastic Greenhouses, among Topics Discussed

By Thomas F. Cannon

North Carolina nurserymen opened their 24th annual meeting January 1 with an informal buffet dinner at the College Union on the North Carolina State College campus at Raleigh. Approximately 115 nurserymen and exhibitors registered for the event.

Election Results

During the annual business session, the North Carolina Association of Nurserymen elected Warren Steed, Steed's Nursery, Candor, president; Earl Pettey, Earl Pettey Nursery, Guilford, vice-president; Hugh Vann, Fowler's Nursery, Raleigh, executive secretary-treasurer, and Nat Dixon, Dixon Bros. Nursery, New Bern, director.

Directors who remain on the board are: Warren Redd, Greenway Nursery, Inc., Charlotte; Tom Robbins, Robbins Nursery, Willard, and Jerome Lindley, Jerome Lindley Nursery, Graham. Mr. Lindley is also the immediate past president.

The meeting was officially opened with the invocation by Rev. Neal McGlamery, Raleigh, and a welcoming address by George W. Smith, assistant director, North Carolina agricultural extension service. The response to the welcoming address was presented by Jerome Lindley, president, North Carolina Association of Nurserymen.

Richard C. Bell, Goodwin & Bell, landscape architects, Raleigh, discussed landscape design fundamen-

tals and techniques. Mr. Bell predicted that economic expansion in the United States during the next 10 years will be the most rapid in history. By 1970, the standard of living will be 25 per cent higher than we enjoy today, he said, with 45 out of every 100 households in the nation earning \$7,500 or more per year and only 21 out of 100 earning less than \$4,000.

The landscaping industry is not, at present, making use of its full capabilities, and, in order to capture

the consumer's dollar, all branches of the industry must work together, according to Mr. Bell. He added that the landscaping industry is not taking full advantage of advancements in advertising, production, merchandising and public relations.

Steps to Improvement

He indicated that improvement in landscape work requires the following: Development of taste, which consists of good judgment and dis-

[Continued on page 141]



Shown examining some of the plant specimens displayed at the North Carolina short course are three of the course speakers, (left to right) Dr. Fred J. Nesbit, Dr. A. F. Haasis and Fred C. Galle.



Shown at the management institute held by the Texas Association of Nurserymen at Lubbock are (left to right) F. S. Cornelius, Jr., chairman of the T. A. N. market development, merchandising and publicity committee; O. C. Merrett, featured speaker at the institute, and L. J. Hilscher, T. A. N. president.

Texas Management Institute

By E. W. Zukauckas, Jr.

The first in a series of annual institutes of management under sponsorship of the Texas Association of Nurserymen and the department of horticulture and park management of Texas Technological College, Lubbock, was held at the college January 8 to 10. Plans for the series had been made by nursery industry leaders and members of the horticulture department to meet some of the pressing problems in the trade. O. C. Merrett, president of the Merrett Training Institute, Shreveport, La., and members of the T. A. N. developed the recent program on a "Sales Sense" theme.

Dr. Gerard W. Thomas, dean of the school of agriculture, opened the institute January 9 with a brief discussion of the trade's potentials, calling attention to the "population explosion" and what it means as a buying force. He also developed the idea that much of the plant research which is done by the physiologists and nutritionists can be upset or changed by the work of the geneticists. He felt that there are great opportunities in plant breeding to meet the ever-changing and increasing demands for better plant products.

F. S. Cornelius, Jr., Cornelius Nurseries, Houston, chairman of the market development, merchandising and publicity committee of the T. A. N., outlined the need for the institute and introduced Mr. Merrett for phase No. 1 of the program.

Mr. Merrett began by establishing the fact that more customers for his

products and services is a prime goal of the enterprising nurseryman. The major part of Mr. Merrett's presentation was aimed at showing how nurserymen could gain their goal by improving their sales technique and eliminating negative practices.

The first part of his presentation was a memory-training session, which revolved about the idea that a customer appreciates being remembered and his name is music to his ears. In a short time, Mr. Merrett showed the group of 65 nurserymen and industry representatives how they might recall names of 15 or 20 persons by association and repetition. He also discussed other methods.

The direct sales aspects of the program began with a discussion of the decisions the typical buyer must make and then developed a salesman's organized sales plan, which is a pattern to handle effectively the typical buyers' reactions.

Moving Buyers to Action

Reasons why people hate to make a change of product used were listed, with suggestions on how to meet the various cases, as follows:

1. Fear that they will not profit by the change: Give proof upon proof that you are offering a sound investment or idea. Point out the quality of your product.

2. Fear that the cost involved outweighs the benefits: Stress all the benefits and the exclusive benefits derived from the use of your product or service. Show the customer how

he is losing money when he does not purchase and put to use your product.

3. Habit: Call attention to the disadvantages of the customer's present position. Show how your product will overcome these disadvantages.

4. Fear of additional detail work: Explain how the advantages of your product or service outweigh any disadvantages. Stress the benefits, such as quality and savings in the long run.

5. Time involved in making the change: Convince the customer that there is time to change and that the use of your product or service will save time in the long run.

6. Fear of being criticized: Appeal to the customer's pride. Call to his attention that friends will compliment him for his decision.

7. Need for more information: Give the desired information or obtain it for the customer. Do not fake an answer.

8. Suspicion of anything new: Give as much proof as possible of the quality of your product. Give as reference someone whom the customer knows or someone he can call who uses your product.

9. Reluctance to make decisions: Help the customer to make the decision by giving concrete suggestions.

Dos and Dont's

Mr. Merrett felt that, in order to promote repeat sales and win a satisfied customer, it is necessary to follow up a sale, not merely to make the sale and run. The salesman should make the customer feel important and certain that he has made a wise decision in buying the particular product or service.

A group of expressions which it was felt were undesirable to use in selling efforts was given. Included in these phrases to be avoided were the following: "I've got a dandy little gadget here." "Did you want to look at something?" "You'll be sorry if you don't buy this now." "You can't go wrong with this."

People who will not work overtime to earn a few dollars will look for a lost dollar a much longer period of time. No one likes to lose anything. Therefore, any factor which can cause a saving should be stressed, whether it be a saving of money, labor, time or prevention of fatigue caused by lifting, bending or hauling. Pointing out what can be saved will create the feeling that the customer is losing by not purchasing the product.

Another point stressed was the frequent inability of the sales force

[Continued on page 107]

Northern Virginia Short Course

Plant Pests and Diseases, Landscaping and Sales Promotion Discussed

By Albert S. Beecher

A short course was held January 9 to 11 at Fairfax, Va., for members of the Northern Virginia Nurserymen's Association. The first two days featured lectures and discussions on nematodes and their control, weed control, fire blight and tree diseases, hollies, landscape design and sales promotion. On the final day the group assembled at the National Arboretum, at Washington, D. C., for a workshop on winter identification of plant material. Following the workshop, a tour was made of the arboretum grounds.

This short course for the past four years has been sponsored by the Northern Virginia Nurserymen's Association, in co-operation with the Fairfax county extension service and the agricultural extension service of the Virginia Polytechnic Institute, Blacksburg, Va.

J. E. Beard, Fairfax county extension agent, and Charles Kennedy, president of the Northern Virginia Nurserymen's Association, extended greetings to those in attendance. The meeting was then turned over to Prof. Albert S. Beecher, extension horticulturist, V.P.I., who presided.

Nematode Topics

The opening session was devoted to a talk, "Nematodes and Their Control," presented by Dr. A. L. Taylor, head of the nematology section of the United States Department of Agriculture, and comments by Dr. Richard Gruenhagen, extension plant pathologist, V.P.I.

After showing a series of slides depicting the life cycle of a nematode,

Dr. Taylor pointed out that there are many kinds of nematodes, perhaps 20,000. However, there are a few dozen different kinds that do considerable damage to nursery stock. Explaining the frequency of attacks by nematodes, Dr. Taylor described briefly symptoms to be watched for and told where to obtain assistance on identification and control. He then described the use of two types of nematocides, methyl bromide, a soil fumigant to be used for soil preparation before planting, and dibromochloropropane (DBCP), which can be used to control nematodes on some kinds of plants, applied as a side-dressing.

Dr. Gruenhagen showed a series of slides illustrating cases of confirmed nematode injury and called nematodes the nurseryman's No. 1 problem. He emphasized that growers should not jump into an over-all fumigation program, but start slowly and determine their individual needs.

Summaries of these two speakers' comments will be presented more fully in a later issue of this magazine.

Weed Control Principles Told

The first program of the afternoon session was presented by Dr. W. E. Chappell, professor of plant physiology, Virginia agricultural experiment station, Blacksburg, who discussed "Pre-Emergence Weed Control in Nursery Crops." After defining the term pre-emergence as used in weed control, Professor Chappell explained the principles involved in

such efforts and pointed out the differences in action of the spray and granular forms of herbicides. A list of herbicides used successfully in Virginia was given, but caution in their use was urged until a grower became familiar with their performance in his nursery.

Dr. Gruenhagen returned to the program and spoke on "Fire Blight and Tree Diseases." Through a series of slides, he discussed many of the commoner tree diseases and gave specific control measures. Since many of the nurserymen last year were combating fire blight, he gave a detailed discussion of this problem. It was pointed out that sanitation is a first and perhaps most important control measure. Methods of sanitary pruning were discussed. Details were given for a planned spray program, using either zineb or one of the antibiotic materials. Nurserymen were invited to write to V.P.I. for the publication available on fire blight.

Landscape Trends

Carl A. Sorg, landscape architect for the federal housing authority, spoke on "Modern Design in Home Landscaping" at the opening session the second day. He pointed out that the basic principles of design are the same now as they have always been, but today's problems have shades of difference to be met. Good design solves the problems inherent in a project appropriately and effectively; its objective is not solely to be different.

Basic principles which require careful consideration in the execution of a project, according to Mr. Sorg, are the following: Appropriateness of scale, extent and intent; cost range; factors with respect to the site; workability of the scheme; fixtures and embellishments and acceptance by the client. Involved in the planting scheme are choice of materials, placement and arrangement, seasonal effects or interest and the planting operation.

The speaker said that the trend in home life today is to mold the indoors and outdoors activities into a pattern of close relationship. The patio has become the extension of the living room or family room. Cooking areas, swimming pools and similar use areas are demanding space

[Continued on page 151]



Pictured during the tour of the United States National Arboretum, Washington, D. C., that was a highlight of the Northern Virginia Nurserymen's Association convention are (left to right) Carl A. Sorg, guest speaker at the convention; Dr. Francis de Vos, associate director of the arboretum, and Charles Kennedy, N. V. N. A. president.

Year's Progress Told at Massachusetts Meeting

By Richard S. Guild

The annual meeting of the Massachusetts Nurserymen's Association, held at Boston, Mass., on January 11, was devoted mainly to association business matters.

Officers re-elected to serve for a 1-year term were President Clifford D. Corliss, Jr., Corliss Bros. Inc., Gloucester; Vice-president Edmund V. Mezitt, Weston Nurseries, Inc., Hopkinton; Secretary-treasurer Umberto P. Motroni, Old Colony Landscape Service, Inc., Weymouth, and Directors H. Harvey Jackson, Jr., Jackson Bros., Norton; Reuben LeBeaux, Shrewsbury Nursery, Shrewsbury; Floyd A. Oatman, Adams Nursery, Inc., Westfield, and Seth L. Kelsey, Jr., Kelsey-Highlands Nursery, East Boxford.

Since the M. N. A. was again fortunate to have an active group of committees during the year, the committee chairmen were called upon to review the year's activities and to outline plans for 1961.

Edmund Mezitt, chairman of the research committee, reported that, since the addition of Dr. Dale V. Sweet, research horticulturist, to the staff of the Waltham field station, an excellent research program has been developed through joint efforts of the committee, Dr. Sweet and Dr. J. R. Havis, field station director. He then called upon Dr. Sweet to review his activities and explain his projects.

Weed Control Project

Presently under way is a weed control project on bare-root perennials and annuals using Chloro I.P.C. mixed with the soil. Two other projects are also currently being undertaken, one on dogwood cuttings for overwintering trials to determine the cause of loss of rooted cuttings, and a euonymus project to determine the effect of ammonia versus nitrate nitrogen.

Two projects to be started soon were also announced, the first on weed control, which is a revision of a project previously undertaken by the station and will include (1) finding a safe and effective control of quack grass in the nursery; (2) establishing tolerance classifications of important woody nursery plants, herbaceous perennials and annuals

to the more useful herbicides, and (3) devising means of obtaining more effective weed control with available chemicals.

Nutrition in Nursery Crops

The other project is on nutrition in nursery crops with the following objectives: (1) To determine fertility levels and nutrient balance for optimal growth and development of certain ornamental plants, (2) to observe the effect of nutrient interaction on cold tolerance in nursery crops, (3) to determine through the use of diagnostic techniques the nutrient element deficiency symptoms of certain ornamental plants and (4) to attempt to correlate this data from sand and soil laboratory cultures with results to be obtained under similar field conditions.

Dr. Sweet is adding to the present laboratory facilities of the Waltham field station. He will have special photographic equipment which will enable him to make laboratory comparisons with living plants and control photographs in order to determine nutrient deficiencies.

The activities of the M. N. A. product promotion committee were reviewed by Chairman Umberto Motroni, who reported that 440 tons of M. N. A. brand name fertilizer were sold by members during the year and indicated that over 600 tons should be sold in 1961. He showed, for the first time, the cartons which would be used in the new grass seed program, which is being conducted along the same lines as the fertilizer program, with royalties accruing to the M. N. A.

Advertising Committee Report

The results of the first year of work by the television and advertising committee were discussed by Chairman Richard Halloran. This committee planned and programed 20 color television programs on WHDH-TV at no cost to the association. It was estimated that if this time had been purchased, it would have cost a minimum of \$40,000. Tied in with the television promotion and M. N. A. products were two local newspaper advertising campaigns which promoted the M. N. A. seal and the fertilizer products.

The committee will add to its activities in 1961 with a series of timely articles and news releases to be issued to over 250 daily and weekly newspapers in Massachusetts.

The completed program for the Massachusetts 6th annual short course was announced by Chairman Harold D. Stevenson, Harold D. Stevenson Landscape Service, Marshfield. The entire course this year will be on management subjects.

Other business taken up was a proposed amendment to the bylaws relating to membership. The report was prepared by a special committee on membership qualifications and presented by Chairman Charles A. Godin, Adams Nursery, Inc., Westfield.

The association was honored by the presence of Sidney Littlefield, who organized Littlefield-Wyman Nurseries, Inc., Abington, in 1896 and remained with the firm until his retirement in 1938 at the age of 80. He is presently 103 years old and probably the oldest living nurseryman in the country.

Guest speaker at the noon luncheon was Harold F. Price, business economist of the Federal Reserve Bank of Boston. Mr. Price reviewed the 1960 business situation and gave his views of the reasons for the present down trend in the New England economy. Although he would not make an official forecast, he did say that he felt an upswing should take place after the first quarter of 1961 and that the nursery industry here could look for a year equal to or better than 1960.

F. Raymond Brush, executive assistant of the American Association of Nurserymen, and Charles A. Godin, chairman of the A. A. N. market development and publicity subcommittee for region 1, completed the program by presenting interesting talks on the A. A. N. program and the market development activities of A. A. N. respectively.

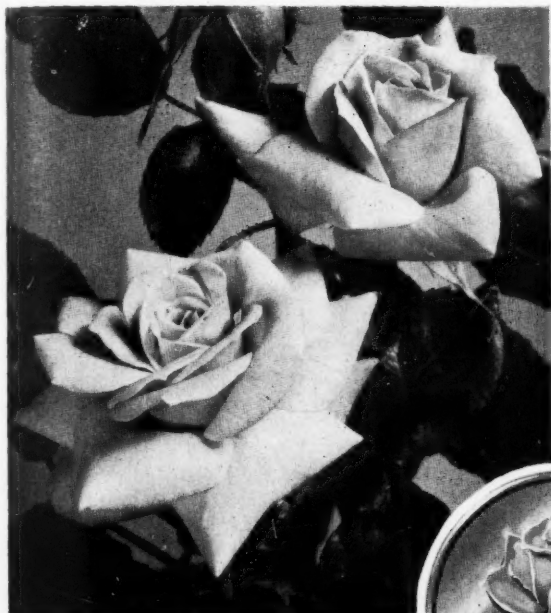
Looking back over the year, President Corliss deemed it one of the most active and successful in the history of the association.

NEW BURWELL FIRM

Burwell Nurseries Co., 4060 East Main street, Columbus, O., announces the formation of a new firm, Burwell's, Inc., to operate the garden store and landscape department. Firm members are Walter Burwell, president; B. H. Kleinmaier, secretary-treasurer; Fred Fisher, vice-president and store manager, and James J. Tornes, vice-president and landscape department manager.

PHONE OR WIRE!

DUET AND PINK PARFAIT — ONLY ALL-AMERICA WINNERS FOR 1961



Nationally advertised in living color — publicized in an unprecedented way from Maine to California, the year's *only* All-America Winners are sure to be the sales champions, the No. 1 roses in consumer demand across the country.

LAST CHANCE TO KEEP THE DOOR OPEN ON PROFITS

Make sure you've enough Duet and Pink Parfait to take care of those profitable peak-of-the-season bare root rose sales. And for your spring container sales as well. Telephone or wire collect today!

Get your share of plants on order because both Duet and Pink Parfait are going *fast, fast, fast!*



Duet

A unique, bicolored Hybrid Tea, soft-salmon-pink on the inner petal face; contrasting orange-red on the outer. Your customers will love the bushy easily grown plant and the armloads of long lasting buds and blooms. Plant Pat. No. 1903.

Pink Parfait

Sensational, free-flowering Grandiflora continually loaded with petite buds and high-centered blooms delicately blending pink with creamy pastels. You make a happy customer with every plant of Pink Parfait you sell. Plant Pat. No. 1904.

DUG - GRADED - READY

The new crop (incidentally, one of our best ever) is harvested, graded (with more than average honesty) and tucked away in one of the largest and most efficient refrigerated rose storage plants in existence. We're ready to ship at a moment's notice the best conditioned plants you'll find anywhere.



OTHER VARIETIES, TOO

Duet and Pink Parfait are only two of the fast-selling varieties offered in our latest wholesale rose list. Hybrid Teas, Floribundas, Grandifloras or climbers — we're growing the varieties most in demand and the best in plant quality. Ask and we'll gladly air mail our color brochure and list to you today.

Armstrong Nurseries
ONTARIO CALIF.

QUALITY LINING-OUT STOCK

We list below the items of lining-out stock that we have available for the 1961 season. We think that we have very fine liners and will submit samples on request. No orders for less than 50 plants of a kind, please. 50 to 250 plants at the 100 rate, 250 and up at the 1000 rate.

LATH HOUSE GROWN POTTED LINERS

Grown outside in lath houses one or more seasons.

	Each Per 100	Each Per 1000
Barberry, julianae, 2½-in. pot, 6 to 8 ins.	\$0.16	\$0.15
Elaeagnus simoni, 2½-in. pot, 8 to 10 ins. ....	.15	.12½
Ilex aquifolium, seedlings, 2½-in. pot, 8 to 10 ins. ....	.15	.12½
Ilex crenata convexa, 2½-in. pot, 4 to 6 ins. ....	.15	.12½
Ilex glabra, 2½-in. pot, 6 to 8 ins. ....	.15	.12½
Ilex crenata Green Thumb, 2½-in. pot, 4 to 6 ins. ....	.15	.12½
Ilex crenata helleri, 2½-in. pot, 2-yr., 4 to 6 ins. ....	.15	.12½
Ilex crenata helleri, 4-in. pot, 3-yr., 6 to 8 ins. ....	.35	.30
Ilex crenata hetzi, 2½-in. pot, 6 ins. ....	.15	.12½
Ilex opaca East Palatka, 3-in. pot, peat, heavy, 10 to 12 ins. ....	.15	.12½
Nandina domestica, 2-in. rose pot, 8 to 10 ins. ....	.12½	.10
Osmanthus fortunei, 2½-in. rose pot, 4 to 6 ins. ....	.17½	.15
Viburnum burkwoodi, 2½-in. rose pot, 8 to 10 ins. ....	.12½	.10
Viburnum chenaulti, 2½-in. rose pot, 8 to 10 ins. ....	.12½	.10
Thuja occidentalis compacta erecta, 2½-in. rose pot, heavy, 6 to 8 ins. ....	.16	.14
Thuja occidentalis, Dark Green, 2½-in. rose pot, heavy, 6 to 8 ins. ....	.16	.14
Thuja occidentalis globosa, 2½-in. rose pot, heavy, 6 to 8 ins. ....	.16	.14
Thuja orientalis Baker's, 2½-in. rose pot, 8 to 10 ins. ....	.17½	.15
Thuja orientalis, Blue Cone, 2½-in. rose pot, 8 to 10 ins. ....	.17½	.15
Thuja orientalis, Mayhews, 2½-in. rose pot, 6 to 8 ins. ....	.17½	.15
Thuja orientalis newarkii, 2½-in. rose pot, 8 to 10 ins. ....	.18	.16
Chamaecyparis plumosa, Green, 2½-in. pot, 6 to 8 ins. ....	.15	.12½
Chamaecyparis plumosa, Golden, 2½-in. pot, 6 to 8 ins. ....	.15	.12½
Juniper, chinensis hetzi, 2½-in. pot, 8 to 10 ins. ....	.17½	.15
Juniper, chinensis hetzi, beer cans, 12 to 15 ins. ....	.22½	.20

BED-GROWN LINERS FROM LATH HOUSE

Boxwood, harlandi, beds, heavy, 8 to 10 ins. ....	.20	.17½
Euonymus alatus compactus, beds, 4 to 6 ins. ....	.16	.15
Euonymus fortunei argenteo-variegatus, beds, 4 to 6 ins. ....	.15	.12½
Euonymus fortunei compactus, beds, 8 to 12 ins. ....	.12½	.10
Euonymus microphyllus, beds, heavy, 4 to 6 ins. ....	.15	.12½
Euonymus radicans, beds, 10 ins. ....	.15	.12½
Euonymus radicans, upright, beds, 8 to 12 ins. ....	.15	.12½
Ilex crenata convexa, seedlings, 2-yr., beds, 10 to 12 ins. ....	.15	.12½
Ilex crenata rotundifolia, beds, light, 6 to 8 ins. ....	.12½	.10
Ligustrum lucidum Suwannee River, beds, 6 to 8 ins. ....	.35	.30

HEAVY FIELD-GROWN LINERS

All two-year, field-grown liners have been root-pruned and trimmed several times.

	Each Per 100	Each Per 1000		Each Per 100	Each Per 1000
Juniper, Andorra			Juniper, Pfitzer compacta Nicks		
1-yr., 6 to 8 ins.	\$0.12½	\$0.10	1-yr., 6 to 8 ins.	\$0.17½	\$0.15
2-yr., 8 to 12 ins. ....	.15	.12½	2-yr., 8 to 12 ins. ....	.22½	.20
Juniper, chinensis			Juniper, Pfitzer		
albo-variegata			compacta Kalley		
2-yr., 8 to 12 ins. ....	.25	..	1-yr., 6 to 8 ins. ....	.17½	.15
Juniper, chinensis hetzi glauca			2-yr., 8 to 12 ins. ....	.22½	.20
1-yr., 6 to 8 ins. ....	.12½	.10	Juniper, Pfitzer Blue (Mayhews)		
1-yr., 8 to 12 ins. ....	.15	.12½	2-yr., 10 to 12 ins. ....	.25	.22½
2-yr., 8 to 12 ins. ....	.17½	.15	Juniper, Pfitzer nana		
2-yr., 12 to 15 ins. ....	.20	.17½	(Armstrong's)		
Juniper, chinensis maneyi			1-yr., 6 to 8 ins. ....	.17½	.15
1-yr., 6 to 8 ins. ....	.25	.22½	Juniper, sabina		
1-yr., 8 to 12 ins. ....	.27½	.25	1-yr., 6 to 8 ins. ....	.12½	.10
Juniper, excelsa stricta			2-yr., 10 to 12 ins. ....	.17½	.15
1-yr., 6 to 10 ins. ....	.12½	.10	Juniper, sabina Arcadia		
2-yr., 8 to 12 ins. ....	.17½	.15	1-yr., 6 to 8 ins. ....	.25	..
Juniper, fastigiata			Juniper, sabina horizontalis		
1-yr., 8 to 12 ins. ....	.12½	.10	1-yr., 8 to 10 ins. ....	.25	..
2-yr., 12 to 15 ins. ....	.15	.12½	Juniper, sabina vonehron		
Juniper, communis depressa			1-yr., 6 to 8 ins. ....	.12½	.10
aurea (Golden Canadian)			Juniper, virginiana repandens		
1-yr., 8 to 10 ins. ....	.17½	.15	1-yr., 6 to 8 ins. ....	.15	.12½
2-yr., 10 to 12 ins. ....	.22½	.20	2-yr., 8 to 10 ins. ....	.17½	.15
Juniper, chinensis pfitzeriana					
1-yr., 8 to 10 ins. ....	.17½	.15			
2-yr., 10 to 12 ins. ....	.20	.17½			

CARTWRIGHT NURSERIES

Collierville, Tenn.

Phone: UL 3-2352

BURLAP RISE TEMPORARY

According to William A. Nugent, North American representative of the Indian Jute Mills Association of Calcutta, India, present burlap prices are but temporary reflection of the shortage of jute fiber in the primary markets in India in the last half of 1960 and should return to more normal levels after the sowing of the 1961-62 crop is completed in the spring of this year.

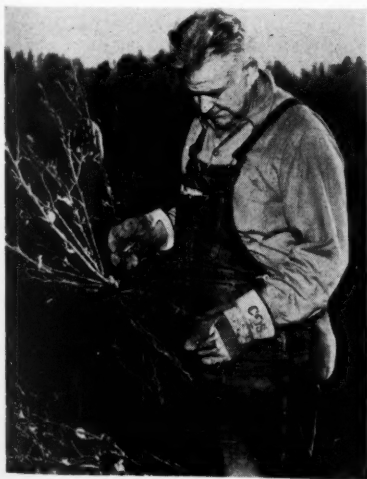
At the height of the growing season in May and June a prolonged drought set in, which not only delayed harvesting of the 1960 crop, but affected the yield so that a shortage of 1,000,000 bales of raw jute now confronts the Calcutta mills until the next crop is available in September, 1961. This jute shortage was quickly translated into higher prices for both raw jute and finished goods. The price of burlap has risen some 40 per cent since the beginning of 1960.

The Calcutta industry, with the help of the Indian government, has taken emergency measures to keep the price rise under control until the raw jute shortage can be eased. A quota system for the purchase of raw jute by the mills has been adopted to take the pressure of competitive bidding off raw jute prices. In addition, the working hours of the mills have been cut back from 48 to 42½ hours per week, and 12 per cent of the looms have been taken out of production. These measures have been aided by actions taken by the government of India whereby speculation in both raw material and finished goods has been retarded.

DENVER CENTER OPENS

Creative Gardeners, the first in a proposed chain of western garden centers, was opened recently at Denver, Colo., by International Garden Centers, Inc. Garden furniture, pets and pet supplies, house plants, gifts and cut flowers will be offered by the new center in addition to a full line of nursery stock. Test and demonstration gardens are planned to occupy an acre and a half of the 4½-acre site.

President and general manager of International Garden Centers, Inc., is E. L. Rehkopf. Bill Gunesch, vice-president, is also president of the Park Floral Co., Denver. Other officers include Lew Hammer, landscape contractor and manager of the Colorado garden show, and Charles Weddle, president of Pan-American Seed Co., Paonia, Colo. The garden center will be managed by John Cramer.



P&D "SHORT SHANK" ROSES SAID BEST FOR POTTING

Grown in the rich sub-irrigated dikelands of the Columbia River, P&D Roses develop a tremendous root system on a short shank—ideal combination for potting.

Nurserymen from all parts of the country have been telling us of the great success and added sales they have enjoyed by potting P&D Roses.

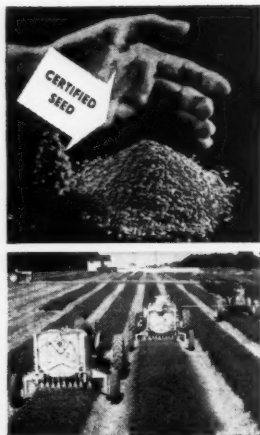
They like the short shanks and pliable fibrous roots of P&D Oregon-Grown Roses, because they are easier to handle. They require less root pruning to fit the container, and the husky short-shanked plant looks better in the pot than long-shanked plants from other western areas. Thanks to our famous "Super-Strain" multiflora root, P&D Roses develop new growth quickly and are more salable when the selling season arrives.

ORDER NOW FOR POOL CAR SHIPMENTS

Prepare your order now for good selection and early pool car delivery. If you don't have our latest listing, we'll be glad to airmail one. Ask about our Free Extra Services and Merchandising Aids to help you build your business.



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Musser trees with their strong, extensively branched, compact root system will grow and thrive where inferior stock may fail to survive.

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A LARGE SELECTION OF SEEDLINGS AND TRANSPLANTS, such as—

	50 at 100 rate	Per 100	Per 1000		50 at 100 rate	Per 100	Per 1000
• SPECIAL STRAIN SCOTCH PINE Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed. We have all other best strains Scotch Pine.				• JAPANESE YEW—Grown from seed <i>Taxus cuspidata capitata—upright</i> pyramidal			
2-yr., S., 4 to 8 ins.	\$ 5.00	\$ 25.00		(2-2), T., 6 to 12 ins.	\$30.00	\$200.00	
2-yr., S., 5 to 10 ins.	6.00	30.00		(3-2), T., 12 to 18 ins.	50.00	300.00	
4-yr., T., 8 to 14 ins.	20.00	100.00					
• WHITE PINE				• JAPANESE YEW—Transplanted rooted cuttings			
3-yr., S., 5 to 10 ins.	8.00	40.00		<i>Taxus cuspidata—spreading</i>			
4-yr., T., 6 to 12 ins.	15.00	75.00		1-yr., T., 5 to 6 ins.	25.00	175.00	
• MUGHO PINE				2-yr., T., 6 to 8 ins.	35.00	250.00	
3-yr., S., 2 to 4 ins.	5.00	25.00		<i>Taxus hicksi—upright</i>			
4-yr., T., 3 to 5 ins.	15.00	75.00		1-yr., T., 5 to 6 ins.	25.00	175.00	
• AUSTRIAN PINE				2-yr., T., 6 to 10 ins.	40.00	300.00	
2-yr., S., 3 to 6 ins.	4.00	20.00		<i>Taxus brownii—upright</i>			
3-yr., S., 5 to 10 ins.	7.00	35.00		1-yr., T., 4 to 6 ins.	25.00	175.00	
• BLACK HILLS SPRUCE				2-yr., T., 6 to 8 ins.	35.00	250.00	
3-yr., S., 5 to 10 ins.	7.00	35.00		<i>Taxus intermedia—spreading</i>			
4-yr., S., 8 to 12 ins.	9.00	45.00		1-yr., T., 4 to 6 ins.	25.00	175.00	
• NORWAY SPRUCE—Fast-growing				2-yr., T., 6 to 8 ins.	35.00	250.00	
2-yr., S., 5 to 10 ins.	7.00	35.00		• JUNIPER—Blue Pfitzer—Chinensis hetzi			
3-yr., S., 10 to 18 ins.	9.00	45.00		1-yr., T., 5 to 7 ins.	25.00	200.00	
3-yr., T., 5 to 10 ins.	15.00	75.00		• GLOBE ARBORVITAE			
• WHITE SPRUCE				<i>Woodwardi—dark green</i>			
3-yr., S., 8 to 14 ins.	8.00	40.00		1-yr., T., 4 to 6 ins.	30.00	250.00	
4-yr., T., 6 to 12 ins.	15.00	75.00		2-yr., T., 5 to 7 ins.	40.00	....
• COLORADO BLUE SPRUCE				<i>Hoeyi—green</i>			
3-yr., S., 6 to 12 ins.	11.00	55.00		1-yr., T., 5 to 7 ins.	25.00	200.00	
4-yr., T., 4 to 8 ins.	18.00	90.00		2-yr., T., 6 to 8 ins.	40.00	300.00	
• DOUGLAS FIR				• PYRAMIDAL ARBORVITAE—Compacta			
2-yr., S., 4 to 8 ins.	6.00	30.00		1-yr., T., 5 to 7 ins.	35.00	300.00	
3-yr., S., 8 to 12 ins.	11.00	55.00		• JAPANESE HOLLY			
• AMERICAN ARBORVITAE				<i>Ilex rotundifolia</i>			
3-yr., S., 6 to 12 ins.	8.00	40.00		1-yr., T., 4 to 6 ins.	20.00	175.00	
• CANADIAN HEMLOCK				<i>Ilex convexa</i>			
2-yr., S., 3 to 6 ins.	9.00	45.00		1-yr., T., 4 to 6 ins.	20.00	175.00	
3-yr., S., 8 to 12 ins.	16.00	80.00		<i>Ilex crenata hetzi</i>			
• CONCOLOR FIR				Transplant liners,			
3-yr., S., 6 to 12 ins.	8.00	40.00		6 to 10 ins.	35.00	300.00	
				• NORWAY MAPLE			
				Seedlings, 10 to 16 ins.	8.00	40.00	
				• WHITE-FLOWERING DOGWOOD			
				Seedlings, 12 to 18 ins.	8.00	40.00	

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COMING EVENTS

MEETING CALENDAR

February 1 and 2—Pennsylvania Nurserymen's Association, annual meeting, Penn-Harris hotel, Harrisburg, Pa.

February 7—Kalamazoo Valley Landscape Nurserymen's Association and the Grand Rapids Landscape and Nurserymen's Association, combined annual meeting, Harris hotel, Kalamazoo, Mich.

February 7 and 8—Oregon Association of Nurserymen, short course, Oregon State College, Corvallis, Ore.

February 7 to 9—New England Nurserymen's Association, annual meeting, Hotel Kenmore, Boston, Mass.

February 11—New Hampshire Plant Growers Association, annual meeting, University of New Hampshire, Durham, N. H.

February 13 and 14—Idaho Association of Nurserymen, winter meeting, Basque Center, Boise, Ida.

February 15 to 17—Midwestern chapter, National Shade Tree Conference, winter meeting, Hotel La Salle, Chicago, Ill.

February 16—Maryland Nurserymen's Association, short course, University of Maryland, College Park, Md.

February 19 to 21—Southern chapter, National Shade Tree Conference, Lord Baltimore hotel, Baltimore, Md.

February 21 to 23—Pennsylvania nurserymen's conference, Pennsylvania State University, University Park, Pa.

February 22—Lake County Nurserymen's Association, annual winter meeting and nurserymen's school, Hellriegel's Inn, Painesville, O.

February 23—Rhode Island Nurserymen's Association, annual meeting, Sheraton-Biltmore hotel, Providence, R. I.

February 23 and 24—Massachusetts Nurserymen's Association, short course, Waltham field station, University of Massachusetts, Waltham, Mass.

OREGON COURSE

Plans for the fifth annual Oregon ornamental short course, scheduled at Oregon State College, Corvallis, February 7 and 8, indicate some change from previous year's programs. This year the special sessions for nurserymen and landscape gardeners, holly growers, florists and bulb growers and turf managers will all be held the afternoon of the first day, following a general session in the morning. General sessions will also be held the second day, morning and afternoon, with the five speakers in the afternoon presenting their material twice. The speakers' group is made up largely of staff members from the Oregon State College and Washington State University and related facilities.

At the first general session, there will be talks on "Soil Conditions and

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mum nesting — yet are easily separated due to interior stacking lugs. They are presently available in four sizes — 3½", 4", 4½", and 6" Bulb Pan, all in utility color. Prices given below are suggested resale prices. Check your distributor for delivered prices, or write for literature on all Bird Containers to Dep't AN.

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- 1** Provide 2 **Nursery Reports** per year which not only include regular stock, but also unusual plant materials.
- 2** Send out an average of two 3 to 5-page **Bulletins** per week, announcing contracts, results of contracts, proposed landscape work, lists of material for sale, want lists and general information applicable to the landscape field.
- 3** Provide a **Plant Requirement Report** from public agencies.
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Plant Growth" and "Microorganisms and Soil Fertility," as well as a film, "Soil Water Movement."

In the program for nurserymen and landscape gardeners, starting at 1:30 p. m. February 7, topics include "Accounting in the Nursery Business," "Fertilizing Rhododendrons" and "The Herbarium and Its Uses," followed by a panel on "Plastic Greenhouses," with Robert Ticknor, moderator, assisted by Joseph Klupenger, Kupenger Nursery & Greenhouses; Ed Wood, Wood Floral Co., and Pat Connelly, East View Nursery, all of Portland.

"Problems of Holly Grading" and "Progress of Holly Nutrition Survey" will be the speakers' subjects at the session for holly growers.

Turf managers will hear talks on "Grasses for Turf," "The Use of Soil Sterilants in Establishing Turf and Ornamentals" and "Identification of Turf Weeds," and these will be followed by a question and answer period.

In the evening there will be a banquet and entertainment in the Old Memorial Union tearoom.

Morning topics, February 8, include the following: "Problems Caused by Soil-Borne Bacteria and Fungi," "Problems Caused by Soil-Borne Insects and Nematodes," "The Problem of Plant/Environment Relations in Nutrition" and "Methods of Diagnosing Nutrition Problems."

Afternoon subjects include "Nitrogen Uses and Its Metabolism for Turf and Ornamentals," "Small Business Management," "Feeding Ornamental Plants," "Three Dimensional Commentary on Landscape Design" and "Insect Resistance to Insecticides."

MARYLAND SETS DATE

The tentative program for the Maryland Nurserymen's day, co-sponsored by the University of Maryland, College Park, and the Maryland Nurserymen's Association, has been released by Prof. Conrad B. Link, of the university. This event will be held in the Student Union Auditorium on the campus, with registration beginning at 9 a. m. and the program at 9:30.

Gilbert A. Gude, A. Gude Sons, Rockville, will talk on "The Landscape of Colonial Gardens and Their Application to Modern Home Planting." Dr. Warren Johnson, department of entomology, University of Maryland, will discuss "Newer Insecticides of Interest to Nurserymen and Garden Center Operators."

"Air Pollution as It Relates to
 [Continued on page 37]



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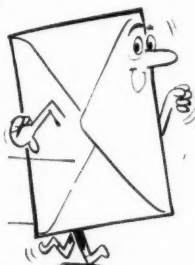
MARCH 1 issue closes **FEBRUARY 10**
MARCH 15 issue closes **FEBRUARY 24**
APRIL 1 issue closes **MARCH 10**
APRIL 15 issue closes **MARCH 24**

The March and April issues of AMERICAN NURSERYMAN will reach readers at the height of the spring buying season . . . when interest in stock availability will be at its peak. Nurserymen cannot afford to put off their ordering of spring requirements past this period—so advertisers are assured of *immediate* results.

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WHOLESALE PRICE LIST — SPRING, 1961

ISAAC LANGLEY WILLIAMS

P. O. Box 352, EXETER, N. H.

We are pleased to offer for spring, 1961, the following Hardy Native Collected Ferns, Wild Flowers, Evergreens, Deciduous Trees and Shrubs. All are first-quality material, dug and packed by experienced men.

Terms are cash with order from unknown customers. To those of approved credit, terms are net 30 days from date of shipment. Boxing extra at cost. We sell 50 of the same size and variety at the 100 rate, 500 at the 1000 rate.

We do **not** have the Japanese Beetle.

Varieties marked (*) are suitable for rock gardens.

HARDY NATIVE FERNS

The ferns are one of our most useful groups of plants. They grow best in a shady location, but some will thrive in full sun. The following ferns are strong, clumpy plants and include the best varieties for general use. Varieties marked (†) will succeed in the open sun.

	Per 12	Per 100	Per 1000
* ADIANTUM pedatum (American Maidenhair) ...	\$3.00	\$15.00	\$100.00
* ASPLENIUM platyneuron (Ebony Spleenwort) ...	3.00	18.00	...
* ASPLENIUM trichomanes (Maidenhair Spleenwort) ...	3.00	18.00	...
† ATHYRIUM filix-femina (Lady Fern) ...	2.50	12.00	100.00
pycnocarpon (Narrow-leaved Spleenwort) ...	3.00	20.00	...
thelypteroides (Silvery Spleenwort) ...	2.50	15.00	...
* CAMPTOSORUS rhizophyllus (Walking Fern) ...	3.00	18.00	...
* CYSTOPTERIS bulbifera (Berry Bladder Fern) ...	2.50	12.00	100.00
† DENNSTAEDTIA punctilobula (Hay-scented Fern) ...	2.50	12.00	100.00
† DENNSTAEDTIA punctilobula square foot sods ...	5.00	40.00	300.00
DRYOPTERIS cristata (Crested Wood Fern) ...	3.00	15.00	100.00
* disjuncta (Oak Fern) ...	3.00	15.00	...
* marginalis (Leather Wood Fern) ...	2.50	12.00	100.00
* novboracensis (New York Fern) ...	3.00	15.00	...
* phegopteris (Narrow Beech Fern) ...	2.50	12.00	100.00
* spinulosa (Toothed Wood Fern) ...	2.50	12.00	100.00
thelypteris (Marsh Fern) ...	2.50	12.00	...
† ONOCLEA sensibilis (Sensitive Fern) ...	2.50	12.00	100.00
OSMUNDA cinnamomea (Cinnamon Fern) ...	3.00	15.00	120.00
† claytoniana (Interrupted Fern) ...	3.00	15.00	120.00
regalis (Royal Fern) ...	3.00	15.00	120.00
* POLYPODIUM vulgare (Common Polypody), sods ...	2.50	12.00	100.00
* POLYSTICHUM acrostichoides (Christmas Fern) ...	2.50	12.00	100.00
† PTERETIS nodulosa (Ostrich Fern) ...	2.50	12.00	100.00
† PTERIDIUM aquilinum (Bracken) ...	3.00	15.00	120.00
WOODWARDIA virginica (Virginia Chain Fern) ...	2.50	12.00	100.00

HARDY NATIVE ORCHIDS

	Per 12	Per 100	Per 1000
CALOPOGON pulchellus (Grass Pink Orchid) ...	\$ 4.00	\$30.00	...
CYPRIPEDIUM acaule (Pink Lady's-slipper), large flowering plants ...	3.00	18.00	\$150.00
2 to 4-crown clumps ...	8.00	60.00	...
pubescens (Common Yellow Lady's-slipper), 1-crown plants ...	3.50	22.00	200.00
clumps with 2 or 3 crowns ...	7.00	50.00	...
4 to 8 flowering crown clumps ...	12.00	100.00	...
reginae (spectabile) (Showy Lady's-slipper), 1-crown plants ...	3.50	22.00	200.00
clumps with 2 or 3 crowns ...	7.00	50.00	...
4 to 8 flowering crown clumps ...	12.00	100.00	...

HARDY NATIVE LILIES AND BULBOUS PLANTS

	Per 12	Per 100	Per 1000
ARISAEMA triphyllum (Indian Jack-in-the-pulpit) ...	\$2.50	\$12.00	\$100.00
* CONVALLARIA majalis (Lily of the Valley, sods) ...	4.00	25.00	...

LILIES AND BULBOUS PLANTS, Contd.

	Per 12	Per 100	Per 1000
* DICENTRA canadensis (Squirrel Corn) ...	\$3.00	\$15.00	...
* cuscutaria (Dutchman's-breeches) ...	3.00	15.00	...
* ERYTHRONIUM americanum (Common Fawn Lily) ...	2.50	15.00	...
LILIUM canadense (Canada Lily), extra-large ...	6.00	40.00	...
first size ...	3.00	18.00	\$150.00
second size ...	2.00	12.00	100.00
flavum (Yellow Canada Lily) ...	3.00	18.00	150.00
* philadelphicum (Wood Lily), extra-large ...	5.00	40.00	...
first size ...	3.00	20.00	...
second size ...	2.50	15.00	...
MERTENSIA virginica (Virginia Bluebells), fall only, mammoth roots ...	3.50	25.00	...
strong first size ...	3.00	20.00	150.00
medium-flowering size ...	2.50	12.00	100.00
* SANGUINARIA canadensis (Bloodroot), first size ...	2.50	12.00	100.00
* TRILLIUM erectum (Purple Trillium), first size ...	2.50	12.00	100.00
* grandiflorum (Snow Trillium), first size ...	2.50	12.00	100.00
* sessile (Red Toad Trillium) ...	2.50	15.00	...
* sessile luteum (Yellow Trillium), first size ...	2.50	15.00	...
* stylosum (Rose Trillium), first size ...	2.50	15.00	...
* undulatum (Painted Trillium), first size ...	2.50	12.00	100.00

HARDY NATIVE AQUATIC AND BOG PLANTS

	Per 12	Per 100	Per 1000
ASCLEPIAS incarnata (Swamp Milkweed) ...	\$3.00	\$20.00	...
CALLA palustris (Wild Calla) ...	2.50	15.00	\$120.00
CALTHA palustris (Common Marsh Marigold) ...	2.50	12.00	100.00
CHELONE glabra (White Turtlehead) ...	3.00	20.00	...
IRIS versicolor (Blue Flag Iris) ...	2.50	15.00	120.00
NUPHAR advena (Spatterdock Cow Lily) ...	4.00	25.00	...
NYMPHAEA odorata (American Water Lily) ...	4.00	25.00	...
PONTERERIA cordata (Pickerelweed) ...	3.00	18.00	...
SARRACENIA purpurea (Common Pitcher Plant) ...	3.00	20.00	...
THALICTRUM polygamum (Tall Meadow Rue) ...	3.00	20.00	150.00
TYPHA latifolia (Common Cattail) ...	3.00	18.00	...

HARDY NATIVE WILD FLOWERS AND GROUND COVER PLANTS

	Per 12	Per 100	Per 1000
ANEMONE cylindrica (Candle Anemone) ...	\$3.50	\$20.00	...
ANEMONE quinquefolia (American Wood Anemone) ...	3.00	15.00	...
* AQUILEGIA canadensis (American Columbine) ...	3.00	15.00	\$120.00
* ASARUM canadense (Canada Wild Ginger) ...	3.50	15.00	120.00
ASTER novaeangliae (New England Aster) ...	3.00	18.00	...
CAULOPHYLLUM thalictroides (Blue Cohosh) ...	3.00	20.00	...
* CHIMAPHILA umbellata (Common Pipsissewa) ...	2.50	15.00	...
* CLINTONIA borealis (Yellow Beadlily) ...	3.00	18.00	...
* COPTIS trifolia (Alaska Goldthread), sods ...	3.00	20.00	150.00

WHOLESALE PRICE LIST—SPRING, 1961—ISAAC LANGLEY WILLIAMS

WILD FLOWERS AND GROUND COVER PLANTS, Cont'd.

	Per 12	Per 100	Per 1000
* <i>CORNUS canadensis</i> (Bunchberry Dogwood), 4-in. sods.....	\$4.00	\$20.00	
(Bunchberry Dogwood), strong roots.....	2.50	15.00	\$120.00
* <i>DALIBARDA repens</i> (Starviolet Dalibarda), sods.....	4.00	25.00	
* <i>DODECATHEON meadia</i> (Common Shooting Star).....	3.00	18.00	
* <i>EPIGEA repens</i> (Trailing Arbutus), with ball.....	4.00	30.00	
* <i>EPIGEA repens</i> (Trailing Arbutus), large sods.....	6.00	40.00	
* <i>EUPATORIUM purpureum</i> (Bluestem Joe-Pye Weed).....	3.00	18.00	150.00
* <i>GAULTHERIA procumbens</i> (Checkerberry Wintergreen), sods.....	3.00	18.00	150.00
* <i>GENTIANA andrewsii</i> (Andrew's Gentian).....	3.00	20.00	
* <i>GENTIANA linearis</i> (Narrow-leaved Gentian).....	4.00		
* <i>GERANIUM maculatum</i> (Spotted Geranium).....	2.50	15.00	
* <i>GERANIUM robertianum</i> (Herb Robert Geranium).....	3.50	20.00	
* <i>GLECOMA hederacea</i> (Ground Ivy).....	3.00	18.00	150.00
* <i>HEMEROCALLIS fulva</i> (Tawny Day Lily).....	3.00	15.00	
* <i>HEPATICA acutiloba</i> (Sharplobe Hepatica) 1 or 2-bud plants.....	3.00	15.00	120.00
3 to 6-bud plants.....	3.50	20.00	180.00
* <i>americana</i> (Roundlobe Hepatica) 1 or 2-bud plants.....	3.00	15.00	120.00
3 to 6-bud plants.....	3.50	20.00	180.00
* <i>HOUSTONIA caerulea</i> (Common Bluets), sods.....	2.50	15.00	120.00
* <i>IRIS cristata</i> (Crested Iris).....	4.00	25.00	
* <i>LINNAEA americana</i> (American Twinflower).....	3.00	20.00	
* <i>LOBELIA cardinalis</i> (Cardinal Flower), large medium-flowering size.....	3.00	15.00	120.00
2.50 10.00			
* <i>LYSIMACHIA nummularia</i> (Moneywort), sods.....	3.00	20.00	
* <i>LYTHRUM salicaria</i> (Purple Lythrum).....	3.00	18.00	
* <i>MENTHA spicata</i> (Spearmint).....	2.50	15.00	
* <i>MITCHELLA repens</i> (Partridgeberry), sods.....	3.00	15.00	120.00
* <i>PEDICULARIS canadensis</i> (Early Pedicularis).....	3.00	20.00	
* <i>PHLOX divaricata</i> (Sweet William Phlox), clumps.....	3.00	18.00	150.00
* <i>PODOPHYLLUM peltatum</i> (Common May Apple).....	3.00		
* <i>POLYGALA paucifolia</i> (Fringed Polygala), sods.....	3.50	20.00	
* <i>POLYGONATUM biflorum</i> (Small Solomon's-seal).....	3.00	15.00	
* <i>POLYGONATUM commutatum</i> (Great Solomon's-seal).....	4.00	25.00	
* <i>POTENTILLA tridentata</i> (Wine-leaf Cinquefoil, sods.....	4.00	30.00	
* <i>PYROLA americana</i> (American Pyrola).....	3.00	20.00	
* <i>RUDBECKIA hirta</i> (Black-eyed Susan).....	3.00	18.00	
* <i>SAXIFRAGA pennsylvanica</i> (Pennsylvania Saxifrage).....	3.00	20.00	
* <i>SAXIFRAGA virginensis</i> (Virginia Saxifrage).....	3.50	20.00	
* <i>SMILACINA racemosa</i> (Feather Solomon's-plume).....	3.00	15.00	120.00
* <i>TIARELLA cordifolia</i> (Allegany Foamflower).....	3.00	15.00	120.00
* <i>VERONICA officinalis</i> (Drug Speedwell).....	3.00	15.00	120.00
* <i>VINCA minor</i> (Common Periwinkle), clumps.....	3.00	16.00	150.00
* <i>VIOLA blanda</i> (Sweet White Violet).....	2.50	15.00	
* <i>cuscutata</i> (Bogwhite Violet).....	2.50	15.00	
* <i>eriocarpa</i> (Woolpod Violet).....	2.50	15.00	
* <i>fimbriatula</i> (Fringed Violet).....	2.50	15.00	
* <i>lanceolata</i> (Lance-leaved Violet).....	2.50	15.00	
* <i>pedata lineariloba</i> (Lilac Bird's-foot Violet), strong plants.....	3.00	15.00	
* <i>pedata</i> (bicolor) (Two-color Bird's-foot Violet), strong plants.....	3.00	20.00	
* <i>pubescens</i> (Downy Violet).....	2.50	15.00	
* <i>rotundifolia</i> (Round-leaved Violet).....	2.50	15.00	

HARDY NATIVE EVERGREENS
Collected

All evergreens will be carefully collected and well packed to reach you in good condition.

	Per 10	Per 100	Per 1000
<i>ABIES balsamea</i> (Balsam Fir)			
4 to 8 ins.....	\$ 5.00	\$ 40.00	
8 to 12 ins.....		10.00	80.00
12 to 18 ins.....	\$ 3.00	25.00	
<i>CHAMAECYPARIS thyoides</i> (White Cedar False-cypress)			
6 to 12 ins.....		6.00	50.00
1 to 2 ft.....		12.00	100.00
2 to 3 ft.....	4.00	30.00	

HARDY NATIVE EVERGREENS, Cont'd.

	Per 10	Per 100	Per 1000
<i>JUNIPERUS communis depressa</i> (Oldfield Common Juniper)			
4 to 8 ins.....	\$ 12.00	\$100.00	
8 to 12 ins.....	\$ 2.50	20.00	150.00
12 to 18 ins., B&B.....	30.00	250.00	
18 to 24 ins., B&B.....	35.00	300.00	
2 to 3 ft., B&B.....	40.00	350.00	
<i>PINUS strobus</i> (White Pine)			
4 to 5 ft., B&B.....	50.00	450.00	
5 to 6 ft., B&B.....	80.00	600.00	
6 to 8 ft., B&B.....	120.00	1100.00	
<i>TAXUS canadensis</i> (Canada Yew)			
6 to 18 ins. in rooted layers.....	10.00	90.00	
<i>THUJA occidentalis</i> (Eastern Arborvitae)			
3 to 6 ins.....	4.00	30.00	
6 to 12 ins.....	8.00	70.00	
12 to 18 ins.....	3.00	20.00	150.00
<i>TSUGA canadensis</i> (Canada Hemlock)			
6 to 9 ins.....	5.00	37.00	
9 to 12 ins.....	8.00	70.00	
12 to 18 ins.....	15.00	120.00	
18 to 24 ins.....	4.00	30.00	

HARDY NATIVE TREES
AND SHRUBS
Collected

	Per 10	Per 100	Per 1000
<i>ACER pensylvanicum</i> (Striped Maple)			
6 to 12 ins.....	\$ 20.00		
1 to 2 ft.....	25.00		
<i>rubrum</i> (Red Maple)			
1 to 2 ft.....	10.00		
2 to 3 ft.....	15.00		
3 to 4 ft.....	25.00		
4 to 6 ft.....	50.00		
6 to 8 ft.....	\$12.00	100.00	
<i>saccharum</i> (Sugar Maple)			
1 to 2 ft.....	10.00	\$ 80.00	
2 to 3 ft.....	15.00	120.00	
3 to 4 ft.....	30.00		
4 to 6 ft.....	70.00		
6 to 8 ft.....	16.00	125.00	
<i>ALNUS rugosa</i> (Hazel Alder)			
2 to 3 ft., clumps.....	5.00	40.00	
3 to 4 ft., clumps.....	7.00	60.00	
We can supply the birches for either fall or spring, but we strongly advise spring planting only.			
<i>BETULA lenta</i> (Sweet Birch)			
1 to 2 ft.....	7.00	60.00	
2 to 3 ft.....	9.00	80.00	
3 to 4 ft.....	4.00	25.00	
4 to 6 ft.....	5.00	40.00	
6 to 8 ft.....	12.00	100.00	
8 to 10 ft.....	20.00	175.00	
<i>lutea</i> (Yellow Birch)			
1 to 2 ft.....	10.00	80.00	
2 to 3 ft.....	15.00	100.00	
3 to 4 ft.....	4.00	25.00	
4 to 6 ft.....	5.00	40.00	
6 to 8 ft.....	12.00	100.00	
8 to 10 ft.....	20.00	175.00	
<i>papyrifera</i> (Paper Birch)			
1 to 2 ft.....	15.00	120.00	
2 to 3 ft.....	20.00	150.00	
3 to 4 ft.....	4.00	25.00	
4 to 6 ft.....	5.00	40.00	
6 to 8 ft.....	12.00	100.00	
8 to 10 ft.....	20.00	175.00	
<i>populifolia</i> (American White, or Gray Birch)			
1 to 2 ft.....	7.00	60.00	
2 to 3 ft.....	9.00	80.00	
3 to 4 ft.....	4.00	25.00	
4 to 6 ft.....	5.00	40.00	
6 to 8 ft., clumps, 3 stems and up, B. R.....	30.00	250.00	
6 to 8 ft., clumps, 3 stems and up, B. B.....	45.00	400.00	
6 to 8 ft., clumps, 3 stems and up, B. B.....	45.00		
6 to 8 ft., clumps, 3 stems and up, B. R.....	45.00		
6 to 8 ft., clumps, 3 stems and up, B. B.....	65.00	600.00	
8 to 10 ft., clumps, 3 stems and up, B. B.....	85.00	800.00	
10 to 12 ft., clumps, 3 stems and up, B. B.....	110.00	1000.00	
<i>CARPINUS caroliniana</i> (American Hornbeam)			
1 to 2 ft.....	20.00		
2 to 4 ft.....	6.00	50.00	
4 to 6 ft.....	9.00	80.00	
<i>CHAMAEDAPHNE calyculata</i> (Leather-leaved)			
6 to 18 ins.....	12.00	100.00	
6 to 18 ins., clumps.....	9.00		

Continued on next page.

WHOLESALE PRICE LIST—SPRING, 1961—ISAAC LANGLEY WILLIAMS

HARDY NATIVE TREES AND SHRUBS, COLLECTED.—Contd.

	Per 10	Per 100	Per 1000
CLETHRA alnifolia (Summer Sweet Clethra)			
6 to 18 ins.		\$ 8.00	\$ 70.00
12 to 18 ins., clumps, heavy	\$ 3.00	25.00	
18 to 24 ins., clumps, heavy	4.00	35.00	
2 to 3 ft., clumps, heavy	6.00	50.00	
COMPTONIA asplenifolia (Sweet Fern)			
6 to 18 ins.		10.00	80.00
12 to 24 ins., clumps	4.00	30.00	
sq. ft. sods		45.00	400.00
CORNUS alternifolia (Pagoda Dogwood)			
1 to 2 ft.		25.00	
2 to 4 ft.	6.00	50.00	
racemosa (Gray Dogwood)			
1 to 2 ft.		12.00	100.00
2 to 3 ft., clumps	6.00	50.00	
3 to 4 ft., clumps	8.00	70.00	
DIERVILLA lonicera (Dwarf Bush Honeysuckle)		7.00	60.00
FAGUS grandifolia (American Beech)			
6 to 12 ins.		6.00	50.00
1 to 2 ft.		8.00	70.00
2 to 4 ft.	5.00	40.00	
4 to 6 ft.	8.00	75.00	
FRAXINUS americana (White Ash)		6.00	50.00
1 to 2 ft.			
GAYLUSSACIA baccata (Black Huckleberry)			
6 to 18 ins.		10.00	90.00
sq. ft. sods	6.00	45.00	400.00
HAMAMELIS virginiana (Common Witch Hazel)			
6 to 18 ins.		15.00	
2 to 3 ft., clumps	5.00	40.00	
3 to 4 ft., clumps	7.00	60.00	
4 to 6 ft., clumps	10.00	90.00	
ILEX verticillata (Common Winterberry)			
1 to 2 ft.		12.00	100.00
18 to 24 ins., clumps	5.00	35.00	
2 to 3 ft., clumps	6.00	50.00	
3 to 4 ft., clumps	7.00	60.00	
KALMIA angustifolia (Lambkill Kalmia)			
6 to 18 ins.		12.00	100.00
sq. ft. sods		40.00	350.00
latifolia (Mountain Laurel Kalmia)			
6 to 12 ins.	4.00	30.00	250.00
LINDERA benzoin (Spicebush)			
1 to 2 ft.		10.00	
2 to 4 ft., clumps	7.00	60.00	
NYSSA sylvatica (Black Tupelo)			
1 to 2 ft.	5.00	40.00	
OSTRYA virginiana (American Hop Hornbeam)			
6 to 18 ins.		12.00	100.00
1 1/2 to 3 ft.	2.50	20.00	150.00
3 to 5 ft.	6.00	50.00	
5 to 7 ft.	10.00	90.00	
POTENTILLA fruticosa (Bush Cinquefoil)			
1 to 2 ft.		30.00	
PRUNUS pennsylvanica (Pin Cherry)			
1 to 2 ft.		7.00	60.00
2 to 3 ft.		9.00	80.00
3 to 4 ft.		12.00	100.00
4 to 6 ft.	4.00	30.00	250.00
6 to 8 ft.	9.00	80.00	
QUERCUS borealis (Northern Red Oak)			
6 to 12 ins.		7.00	60.00
1 to 3 ft.		35.00	
3 to 4 ft.	7.00	60.00	
4 to 6 ft.	10.00	80.00	
6 to 8 ft.	20.00	150.00	
8 to 10 ft., 1-in. cal.	35.00	300.00	
RHODODENDRON canadense (Rhodora)			
1 to 3 ft.		20.00	150.00
12 to 18 ins., clumps, B&B	30.00		
18 to 24 ins., clumps, B&B	40.00		
catawbiense (Catawba Rhododendron)			
6 to 12 ins.	4.00	35.00	300.00
maximum (Rosebay Rhododendron)			
6 to 12 ins.	4.00	30.00	250.00
RHUS glabra (Smooth Sumac)			
1 to 2 ft.		8.00	70.00
2 to 3 ft.		12.00	100.00
3 to 4 ft., stocky		30.00	
typhina (Staghorn Sumac)			
6 to 12 ins.		6.00	50.00
1 to 2 ft.		8.00	70.00
2 to 3 ft.		15.00	120.00
3 to 4 ft., branched		30.00	
RUBUS odoratus (Fragrant Thimbleberry)			
1 to 3 ft.		25.00	
SAMBUCUS canadensis (American Elder)			
2 to 3 ft.		25.00	
SPIRAEA latifolia (Broad-leaved Meadowsweet Spirea)			
2 to 3 ft., clumps	7.00	60.00	
tomentosa (Hardhack Spirea)			
2 to 3 ft., clumps	7.00	60.00	
SYRINGA vulgaris (Common Lilac)			
1 to 2 ft.		8.00	70.00
2 to 3 ft.	2.00	15.00	120.00

HARDY NATIVE TREES AND SHRUBS, COLLECTED.—Contd.

	Per 10	Per 100	Per 1000
VACCINIUM angustifolium (pensylvanicum) (Lowbush Blueberry)			
6 to 12 ins.		\$15.00	
sq. ft. sods	\$ 5.00	40.00	\$300.00
corymbosum (Highbush Blueberry)			
6 to 12 ins.		15.00	
18 to 24 ins., clumps	15.00	125.00	
2 to 3 ft., heavy clumps	20.00	175.00	
3 to 4 ft., heavy clumps	30.00	250.00	
VIBURNUM acerifolium (Maple-leaved Viburnum)			
6 to 18 ins.		15.00	120.00
2 to 3 ft., clumps	7.00	60.00	
alnifolium (Hobblebush Viburnum)			
1 to 3 ft.		25.00	
2 to 3 ft., clumps	8.00	70.00	
cassinoides (Witte Rod Viburnum)			
1 to 2 ft.		10.00	80.00
12 to 18 ins., clumps	3.00	25.00	
18 to 24 ins., clumps	4.00	30.00	
2 to 3 ft., clumps	6.00	50.00	
3 to 4 ft., clumps	9.00	70.00	
dentatum (Arrow-wood Viburnum)			
1 to 2 ft.		10.00	80.00
2 to 3 ft., clumps	5.00	40.00	
3 to 4 ft., clumps	7.00	60.00	
4 to 5 ft., clumps	9.00	70.00	
lentago (Nannyberry Viburnum)			
1 to 2 ft.		15.00	120.00
2 to 3 ft., clumps	6.00	50.00	
3 to 4 ft., clumps	7.00	60.00	
4 to 5 ft., clumps	9.00	80.00	
5 to 7 ft., clumps	12.00	100.00	

HARDY NATIVE VINES
Collected

	Per 12	Per 100	Per 1000
APIOs (tuberosa) americana (American Potato Bean)	\$ 2.50	\$ 12.00	\$100.00
ARCTOSTAPHYLOS uva-ursi (Bearberry), 8 ins., sods	15.00	100.00	
CELASTRUS scandens (American Bittersweet)		9.00	
6 to 18 ins.		2.50	15.00
1 1/2 to 3 ft.		3.00	20.00
3 to 4 ft.			
CLEMATIS virginiana (Virgin's-Bower), large	3.00	20.00	
LONICERA japonica halliana (Hall's Japanese Honeysuckle)	2.00	12.00	100.00

NURSERY-GROWN STOCK
Evergreen Transplants

	Each 100 lots	Each 1000 lots
Tsuga canadensis (Canada Hemlock)		
(2-2), 8 to 12 ins., T.	\$0.25	\$0.24
(2-3), 12 to 18 ins., T.	.50	.40
(2-3), 18 to 24 ins., T.	.70	.60

BALLED AND BURLAPPED
EVERGREENS
Nursery-Grown

	Each 10 lots	Each 100 lots
Tsuga canadensis (Canada Hemlock)		
18 to 24 ins., B&B	\$3.00	\$2.50
2 to 2 1/2 ft., B&B	3.50	3.00
2 1/2 to 3 ft., B&B	4.00	3.50
3 to 4 ft., B&B	6.00	5.00
4 to 5 ft., B&B	8.00	

SHRUBS
Nursery-Grown

	Each 10 lots	Each 100 lots
Clethra alnifolia (Summersweet Clethra)		
12 to 18 ins.	\$0.45	\$0.35
18 to 24 ins.	.55	.45
2 to 3 ft.	.60	.55
3 to 4 ft.	1.50	
Ilex verticillata (Common Winterberry)		
3 to 4 ft.	1.00	
Viburnum dentatum (Arrow-wood Viburnum)		
4 to 5 ft.	1.00	.80

Growing Crops" is the subject to be covered by Dr. Robert H. Daines, Rutgers University, New Brunswick, N. J.

Dr. James R. Miller, department of agronomy, University of Maryland, will present "Basic Information about Soils for Nurserymen."

P. W. Cornell, C. R. Burr & Co., Manchester, Conn., has the topic "Efficient Organization and Methods for the Production of Nursery Crops."

NEW HAMPSHIRE MEETING

The New Hampshire Plant Growers' Association will hold its annual meeting in Putnam Hall, on the campus of the University of New Hampshire, Durham, Saturday, February 11.

9 a. m.—Registration. Visits to greenhouse and trade exhibits.

10 a. m.—Welcome by Glen Emerson, president, and Dr. W. W. Smith, head, horticultural department.

10:30 a. m.—"Beautification for Profit," by Dr. Donald Lundberg, head, department of hotel administration, University of New Hampshire.

10:45 a. m.—"Proposed Greenhouse Conservatory at University," by Dr. Owen Rogers, horticultural department.

11 a. m.—Business session, committee reports and election of officers.

1:30 p. m.—Subject to be announced by Dr. Norman Butterfield, extension floriculturist, University of Massachusetts.

2:40 p. m.—Panel discussion on questions from growers. Dr. Norman W. Butterfield; Dr. William W. Smith, acting chairman horticultural department; Henry Fowler, Weston Nurseries, Hopkinton, Mass.; and Perley Lee, Lee Greenhouses, Dover, N. H.

6 p. m.—Fifth annual banquet. Illustrated talk, "East of the Mississippi," by Horace Ballard, county agricultural agent, Belknap county.

RHODE ISLAND AGENDA

The annual meeting of the Rhode Island Nurserymen's Association will be called to order at 9:30 Thursday morning, February 23, at the Sheraton-Biltmore hotel, Providence, R. I. Reports and award presentations will occupy most of the program for the meeting, with the secretary and treasurer leading off the reports of the various committees.

A review of 4-H Club activities in Rhode Island will be given by Kenneth L. Coombs, 4-H leader in the state, and will be climaxed by the presentation of R. I. N. A. awards to the 1960 4-H winners by Robert Stewart, Sr., Stewart Nursery Co., Wakefield.

Dr. William Wiley, dean and director of the University of Rhode Island, will then be joined by members of his staff in presenting a progress report on research in the

PORTLAND WHOLESALE NURSERY CO.

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Excellent supply of CARE-FULLY GRADED, OREGON-GROWN stock being assembled for combination shipment to midwest and eastern points. MAY WE INCLUDE YOUR ORDER?

Quality Stock

CONIFERS AND BROAD-LEAVED EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
DECIDUOUS SHRUBS
VINES AND BULBS
PORTLAND ROSES
NURSERY SUPPLIES

Write for our Catalog

Ash, Blue, 3 to 4 ft. to 10 to 12 ft.
Ash, Green, 4 to 5 ft. to 8 to 10 ft.
Ash, Modesto, 4 to 5 ft. to 10 to 12 ft.
Birch, Clump, 3-stem, 2 to 3 ft. to 5 to 6 ft.
Birch, Cut-leaved Weeping, 2 to 3 ft. to 5 to 6 ft., 8 to 9 ft. and 9 to 10 ft.
Birch, European White, 2 to 3 ft. to 5 to 6 ft., 8 to 10 ft., 10 to 12 ft.
1½ to 1¾-in. cal. and 1¾ to 2-in. cal.
Birch, Paper, 3 to 4 ft., 4 to 5 ft. and 6 to 8 ft.
Box Elder, Green, 4 to 5 ft. to 10 to 12 ft.
Box Elder, Silver Variegated, 3 to 4 ft. to 6 to 8 ft.
Catalpa, speciosa, 4 to 5 ft. and 5 to 6 ft.
Cherry, Flowering, autumnalis, 5 to 6 ft. to 7 to 8 ft.
Cherry, Flowering, Kwanzan, Br. 3 to 4 ft. to 6 to 7 ft. and 6-in. Gt.
Cherry, Flowering, Mt. Fuji, 4 to 5 ft. to 7 to 8 ft.
Cherry, Flowering, Naden, 6 to 7 ft. and 7 to 8 ft.
Cherry, Flowering, Yoshino, 6 to 7 ft.
Cherry, Weeping, Single, subhirtella, No. 1
Cherry, Weeping, Single, subhirtella, No. 2
Cherry, Weeping, Double, serrulata, No. 2
Crab Apple, Flowering, aldenhamensis, 3 to 4 ft. and 4 to 5 ft.
Crab Apple, Flowering, Almey, 3 to 4 ft. to 8 to 10 ft.
Crab Apple, Flowering, Arnold, whip, 3 to 4 ft.
Crab Apple, Flowering, atrosanguinea, 3 to 4 ft. and 4 to 5 ft.
Crab Apple, Flowering, Bechtel, 2 to 3 ft. and 3 to 4 ft.
Crab Apple, Flowering, Dolgo, 3 to 4 ft. and 6 to 8 ft.
Crab Apple, Flowering, eleyi, 3 to 4 ft. to 6 to 8 ft.
Crab Apple, Flowering, eleyi, whip, 4 to 5 ft. and 5 to 6 ft.
Crab Apple, Ferrill's Crimson, 6 to 7 ft. 7 to 8 ft. and 8 to 10 ft. 3 to 4 ft. to 5 to 6 ft.
Crab Apple, Flowering, floribunda, 3 to 4 ft. to 6 to 8 ft.
Crab Apple, Flowering, Hopa, 3 to 4 ft. to 8 to 10 ft.
Crab Apple, Flowering, Hopa, whips, 4 to 5 ft. and 5 to 6 ft.
Crab Apple, Flowering, Niedzwetzkyana, 4 to 5 ft. to 6 to 8 ft.
Crab Apple, Flowering, Red Silver, 3 to 4 ft. to 6 to 8 ft.
Crab Apple, Flowering, sargentii, 2 to 3 ft.
Crab Apple, Flowering, scheideckeri, 3 to 4 ft. to 5 to 6 ft. and 8 to 10 ft.
Crab Apple, Flowering, scheideckeri, whips, 4 to 5 ft. and 5 to 6 ft.
Crab Apple, Weeping, No. 1 Lt.
Golden Chain, vossi, 3 to 4 ft. to 6 to 8 ft., whips, 3 to 4 ft. and 4 to 5 ft.
Golden Chain, vulgare, 5 to 6 ft. and 6 to 8 ft.
Hawthorn, Autumn Glory, 3 to 4 ft. and 5 to 6 ft.
Hawthorn, carrierei, 6 to 7 ft. and 7 to 8 ft.
Hawthorn, Double Pink, 5 to 6 ft. to 8 to 10 ft.
Hawthorn, Double White, 4 to 5 ft., to 8 to 10 ft.
Hawthorn, Paul's Scarlet, 3 to 4 ft. to 8 to 10 ft., whips, 4 to 5 ft. to 6 to 7 ft.
Linden, American, 4 to 5 ft. to 6 to 8 ft. and 10 to 12 ft.
Linden, cordata, 4 to 5 ft. and 5 to 6 ft.
Linden, Pyramidal American, 4 to 5 ft. to 6 to 8 ft.
Locust, Glove, No. 1
Locust, Imperial (Plant Patent No. 1605), 5 to 6 ft., 6 to 8 ft. and 10 to 12 ft., whips, 3 to 4 ft. to 5 to 6 ft.

Locust, Shademaster (Plant Patent No. 1515), whips, 3 to 4 ft. to 6 to 7 ft.
Locust, Skyline (Plant Patent No. 1619), 4 to 5 ft. to 6 to 8 ft., whips, 4 to 5 ft. and 5 to 6 ft.
Locust, Sunburst (Plant Patent No. 1313), 3 to 4 ft. to 8 to 10 ft., whips, 3 to 4 ft. to 8 to 9 ft.
Honey Locust, Thornless, 4 to 5 ft. to 10 to 12 ft.
Maple, Crimson King (Plant Patent No. 735), whips, 5 to 6 ft. to 7 to 8 ft.
Maple, Faassen's Red-leaved, 6 to 8 ft. and 8 to 10 ft., whips, 4 to 5 ft. to 7 to 8 ft.
Maple, Norway, 4 to 5 ft. to 8 to 9 ft., whips 5 to 6 ft. to 10 to 12 ft. 1½ to 1, 1¾ to 2-in. and 2-in. Br.
Maple, Norway Globe, heavy, No. 1 and No. 2
Maple, Norway Columnar, 6 to 7 ft. to 10 to 12 ft.
Norway, Silver Variegated, whips, 4 to 5 ft. to 7 to 8 ft., br., 5 to 6 ft. to 10 to 12 ft. and 1½ to 1¾-in. cal.
Maple, Red, 3 to 4 ft. to 10 to 12 ft.
Maple, Silver, 4 to 5 ft. to 10 to 12 ft. and 1½ to 1¾-in. cal.
Maple, Spaethi, 5 to 6 ft. to 10 to 12 ft.
Maple, Sugar, 4 to 5 ft. and 5 to 6 ft., whips, 4 to 5 ft. to 8 to 10 ft.
Maple, Schwedler, 6 to 8 ft. to 10 to 12 ft., whips, 5 to 6 ft. to 7 to 8 ft.
Maple, Summershade (Plant Patent No. 1748), 8 to 10 ft. and 10 to 12 ft., whips, 7 to 8 ft. and 8 to 9 ft.
Maple, Vine, 2 to 3 ft. to 4 to 5 ft.
Mountain Ash, European, 5 to 6 ft. to 10 to 12 ft., whips, 5 to 6 ft. to 7 to 8 ft.
Oak, Pin, 3 to 4 ft. to 10 to 12 ft.
Oak, Red, 4 to 5 ft. to 10 to 12 ft., whips, 3 to 4 ft. and 4 to 5 ft.
Peach, Flowering, Burbank, 3 to 4 ft. and 4 to 5 ft.
Peach, Flowering, camelliaeflora, 3 to 4 ft.
Peach, Flowering, Double Pink, 3 to 4 ft. to 6 to 8 ft.
Peach, Flowering, Double Red, 3 to 4 ft. to 5 to 6 ft.
Peach, Flowering, Helen Borchers, 4 to 5 ft. and 3 to 4 ft.
Peach, Flw., Icicle, 3 to 4 ft. and 4 to 5 ft.
Peach, Flowering, Royal Redleaf, 3 to 4 ft. to 5 to 6 ft.
Peach, Double Red Weeping, 3 to 4 ft. and 4 to 5 ft.
Peach, Double Pink Weeping, 3 to 4 ft. and 4 to 5 ft.
Plum, Flowering, blireiana, 3 to 4 ft., 4 to 5 ft., 6 to 7 ft., 7 to 8 ft. and 8 to 10 ft., whips, 3 to 4 ft. to 5 to 6 ft.
Plum, Flowering, Hollywood, 3 to 4 ft. and 4 to 5 ft.
Plum, Flowering, Newport, 3 to 4 ft., 4 to 5 ft. and 8 to 10 ft.
Plum, Flw., pissardi, 3 to 4 ft. to 5 to 6 ft.
Plum, Flowering, Thundercloud, 3 to 4 ft., 4 to 5 ft. and 10 to 12 ft.
Plum, Flowering, Vesuvius, 3 to 4 ft. and 4 to 5 ft.
Plane Tree, European, 3 to 4 ft. to 10 to 12 ft. and 1½ to 1¾-in. cal.
Poplar, Bolleana, 5 to 6 ft. and 6 to 8 ft.
Poplar, Carolina, 5 to 6 ft. to 10 to 12 ft.
Poplar, Lombardy, 5 to 6 ft. and 6 to 8 ft.
Redbud (Cercis canadensis), 3 to 4 ft.
Sweet Gum (Liquidambar), 3 to 4 ft. to 5 to 6 ft.
Tulip Tree (Liriodendron), 8 to 10 ft. and 8 to 10 ft., heavy, 6 to 8 ft. and 6 to 8 ft., heavy, 3 to 4 ft. to 5 to 6 ft.
Zelkova serrata, 4 to 5 ft. to 8 to 10 ft.
Willow, Golden, 4 to 5 ft. to 6 to 8 ft.



SALESMAKERS FOR '61

... *by Union*

Here's a quick view of Union's line of sales-tested numbers for lawns and gardens. Each of these items has been designed for serviceability...eye-appeal.

Lawn Ornaments are molded of sturdy plastic and furnished in gay, weather-resistant colors. The Lawn Edging and Flex-i-fence are made of tough, flexible plastic...easy to use and with an indefinite life in the garden. And don't forget the Daisy Bird Bath. It's a winner!

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UNION PRODUCTS, INC.
LEOMINSTER, MASS.

nursery business. The Rhode Island winners of national industrial landscaping awards will be honored with "Plant America" citations presented by F. Raymond Brush, executive assistant, American Association of Nurserymen, and a humorous talk entitled "The People" will be delivered by Sue Bailey Reid. At the concluding business session, unfinished business will be disposed of and election of the new officers for 1961 will be held.

SHADE TREE PROGRAM

The 16th annual meeting of the Midwestern chapter, National Shade Tree Conference, will be held February 15 to 17 at the Hotel La Salle, Chicago. The convention, which is open to all who wish to attend, will start with registration at 8:30 a. m. Wednesday, February 15.

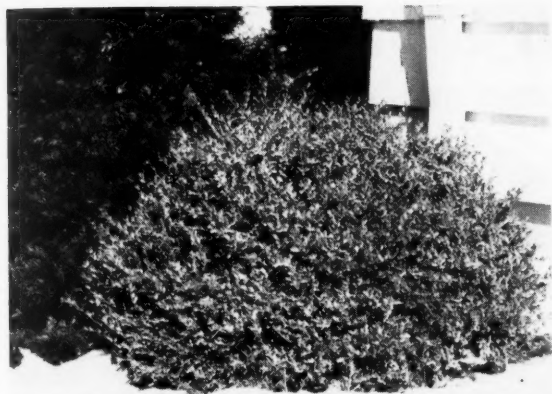
Various aspects of shade tree care will be discussed, and a question and answer period will follow the presentation of each paper on the program. Tools and supplies used in arboricultural work will be on display throughout the convention.

The educational program will include the following topics and speakers: "Trees and Gardens of Europe," by C. L. Wachtel, Wauwatosa, Wis.; "Recent Research on Systemic Insecticides as a Tool in Shade Tree Insect Control," by David E. Donley, United States forest service, Delaware, O.; "Opportunity in Arboriculture—Now and Tomorrow," by Ray R. Hirt, state university college of forestry, Syracuse, N. Y.; "Proper Use of Insecticides," by Donald L. Schuder, Purdue University, Lafayette, Ind.; "Tolerance of Trees to Soil Conditions," by John C. Van Camp, Rockford, Ill.; "Effects of Cold Weather on Plants," by W. H. Bragonier, Iowa State University, Ames, Ia., and "Cabling and Bracing of Trees," by Fred E. Wagner, McPherson, Kan.

In a symposium on Dutch elm disease, a report on "The Use of Methoxychlor" will be given by Dale Norris, University of Wisconsin, Madison; "Dutch Elm Disease Control in Municipal Areas" will be discussed by Dan Neely, of the Illinois Natural History Survey, Urbana, and J. C. Carter, also of the Illinois Natural History Survey, will report on "Dutch Elm Disease up to Date."

In a panel discussion of commercial arboriculture, a paper on "Ethics and Public Relations" will be presented by Alfred M. Perin, Des Moines, Ia.; R. G. Carmichael, Bettendorf, Ia., will speak on "Contract Problems and Salesmanship," and

[Continued on page 42]



New Wintergreen Boxwood
Photo March 1, 1960

Scarff's New Wintergreen

(*Buxus koreana* Wintergreen)

THE BEST BOXWOOD FOR THE NORTH

Holds its good bright green color throughout the winter in landscape plantings. Excellent specimen or hedge plant. Highly desirable for planter boxes or as a facing plant.

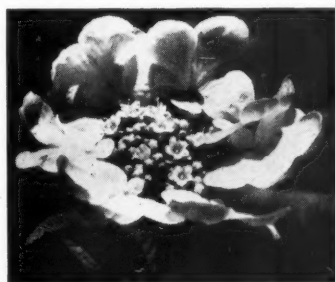
	Each Per 100	Each Per 1000
2-yr., 6 to 9 ins., T.....	\$0.65	\$0.60
2-yr., 9 to 12 ins., T.....	.75	.70

VIBURNUM TOMENTOSUM MARIESI

(Improved Doublefile Viburnum)

Horizontal branching with large flat clusters of creamy-white flowers in May. Brilliant fall color includes red berries and dark Burgundy-red foliage.

	Each Per 100	Each Per 1000
6 to 12 ins., T.....	\$0.20	\$0.17½
2¼-in. bands .....	.15	.12½
Rooted cuttings .....	.12	.10



PYRACANTHA RUNYANI

(Runyan Red Pyracantha)

Excellent orange-red berries. Does especially well in shaded or north side plantings. We consider this to be the best of the redder types of pyracantha for our colder climates. New zone.

	Each Per 100	Each Per 1000
4-in. pots	\$0.65	\$0.60
2¼-in. bands .....	.17½	.15
2-yr., T., 10 to 12 ins....	.20	.17½
2-yr., T., 12 to 15 ins....	.25	.20

B & B SHRUBS

Mainly 3 to 4-ft. and 4 to 5-ft. sizes, these are dug in rotproof burlap and heeled-in in sawdust for early spring pickup. The list below represents a few of the varieties. Please send for a complete list.

Barberry, mentorensis	Viburnum americana
Cotoneaster apiculata	Syringa vulgaris
Cotoneaster divaricata	Viburnum burkwoodi
Cydonia, Scarff strain	Viburnum chenaulti
Euonymus alatus	Viburnum lantana
compactus	Weigela vaniceki
Forsythia Lynwood Gold	Mountain Ash
Flowering Almond	Crataegus crusgalli
Syringa microphylla	Deutzia compacta
Kolkwitzia	Lonicera fragrantissima

SCARFF'S NEW MIDNITE BLACKBERRY

(Our Introduction in 1958)

We can unhesitatingly recommend this blackberry for its fine fruiting performance and strong, thrifty canes in comparison to other blackberry varieties. The berries are larger than Eldorado, jet black, glossy, with small core and very high in quality.

	Per 1000
No. 1, rooted cuttings.....	\$100.00
¼-in. and up.....	135.00

Send for Complete List of Evergreens — Deciduous — Ornamentals — Fruits and Liners. — Plan a Visit.

Scarff's NURSERY, INC.

New Carlisle, Ohio
Phone: VI 5-2561



T. G. OWEN & SON, INC.

Columbus, Miss.

FINISHED STOCK

These prices are strictly based on wholesale quantities, 25 or more plants of a variety in one grade. If you order only 10 to 24 plants of a variety in one grade, add 10c per plant. If you order less than 10 plants of a variety in one grade, add 25c per plant. We extend to you a cordial invitation to visit our nursery.

	Each 25 or more		Each 25 or more
Biota aurea nana (Berckmans)		Juniper, Blue-Gray	
12 to 15 ins., B&B	\$.90	Juniper, glauca hetzi	
15 to 18 ins., B&B	1.00	12 to 15 ins., B&B	\$.90
18 to 24 ins., B&B	1.25	15 to 18 ins., B&B	1.00
24 to 30 ins., B&B	1.50	18 to 24 ins., B&B	1.25
30 to 36 ins., B&B	1.75	24 to 30 ins., B&B	1.75
Biota aurea pyramidalis compacta		30 to 36 ins., B&B	2.25
24 to 30 ins., B&B	1.00	3 to 4 ft., B&B	2.75
30 to 36 ins., B&B	1.25	Juniper, chinensis fortunei	
Biota bakeri		15 to 18 ins., B&B	1.25
Biota excelsa		18 to 24 ins., B&B	1.50
Biota sibyll		24 to 30 ins., B&B	1.75
18 to 24 ins., B&B	.75	30 to 36 ins., B&B	2.25
24 to 30 ins., B&B	1.00	3 to 4 ft., B&B	2.50
30 to 36 ins., B&B	1.25	Juniper, excelsa stricta	
3 to 4 ft., B&B	1.50	12 to 15 ins., B&B	.85
4 to 5 ft., B&B	2.00	15 to 18 ins., B&B	1.00
5 to 6 ft., B&B	2.25	18 to 24 ins., B&B	1.25
Biota Bonita		24 to 30 ins., B&B	1.50
12 to 15 ins., B&B	.90	30 to 36 ins., B&B	2.25
15 to 18 ins., B&B	1.00	3 to 4 ft., B&B	2.75
18 to 24 ins., B&B	1.25	Juniper, hibernica fastigiata	
30 to 36 ins., B&B	1.75	24 to 30 ins., B&B	.90
Biota Bonita, upright		30 to 36 ins., B&B	1.00
18 to 24 ins., B&B	.90	3 to 4 ft., B&B	1.25
24 to 30 ins., B&B	1.00	4 to 5 ft., B&B	1.75
30 to 36 ins., B&B	1.35	Juniper, sabinia tamariscifolia	
3 to 4 ft., B&B	1.60	12 to 15 ins., B&B	1.25
4 to 5 ft., B&B	2.00	Juniper, virginiana burki	
Biota Blue Cone		24 to 30 ins., B&B	1.75
18 to 24 ins., B&B	1.00	30 to 36 ins., B&B	2.00
24 to 30 ins., B&B	1.25	Juniper, virginiana burki compacta	
30 to 36 ins., B&B	1.50	(A counterpart of the well-known J. virginiana burki, except that this one is a beautiful spreading type, maintaining the well-known color of the upright form.)	
3 to 4 ft., B&B	1.75	12 to 15 ins., B&B	1.25
Biota excelsa compacta		15 to 18 ins., B&B	1.50
(Goodwin Strain)		18 to 24 ins., B&B	1.75
18 to 24 ins., B&B	1.00	24 to 30 ins., B&B	2.00
24 to 30 ins., B&B	1.25	30 to 36 ins., B&B	2.50
30 to 36 ins., B&B	1.50	Juniper, virginiana canaerti	
Biota fruitlandi		24 to 30 ins., B&B	2.25
12 to 15 ins., B&B	.90	30 to 36 ins., B&B	2.50
15 to 18 ins., B&B	1.00	Juniper, virginiana Dundee	
18 to 24 ins., B&B	1.25	30 to 36 ins., B&B	2.50
24 to 30 ins., B&B	1.50	3 to 4 ft., B&B	3.50
30 to 36 ins., B&B	1.75	4 to 5 ft., B&B	4.00
3 to 4 ft., B&B	2.00	Juniper, virginiana keteleeri	
Cedrus deodara		24 to 30 ins., B&B	2.00
18 to 24 ins., B&B	1.25	30 to 36 ins., B&B	2.25
24 to 30 ins., B&B	1.50	3 to 4 ft., B&B	2.75
30 to 36 ins., B&B	1.75	4 to 5 ft., B&B	3.25
Blue Lawson Cypress		5 to 6 ft., B&B	3.50
12 to 15 ins., B&B	.90	Thuja occidentalis Hetz Winter Green	
15 to 18 ins., B&B	1.00	12 to 15 ins., B&B	.90
18 to 24 ins., B&B	1.25	15 to 18 ins., B&B	1.00
Juniper, Andorra		18 to 24 ins., B&B	1.25
12 to 15 ins., B&B	.90	2 to 3 ft., B&B	1.50
15 to 18 ins., B&B	1.15	Abelia grandiflora	
18 to 24 ins., B&B	1.40	18 to 24 ins., B&B	.75
24 to 30 ins., B&B	1.75	2 to 3 ft., B&B	1.00
Juniper, Andorra compacta		Berberis julianae	
12 to 15 ins., B&B	1.25	12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.50	Berberis sargentiana	
18 to 24 ins., B&B	1.75	12 to 15 ins., B&B	.90
Juniper, Pfitzer		15 to 18 ins., B&B	1.00
Juniper, Pfitzer compacta		24 to 30 ins., B&B	1.50
12 to 15 ins., B&B	1.00	Buxus sempervirens eroni	
15 to 18 ins., B&B	1.25	10 to 12 ins., B&B	.90
18 to 24 ins., B&B	1.50	12 to 15 ins., B&B	1.00
24 to 30 ins., B&B	2.00	15 to 18 ins., B&B	1.25
30 to 36 ins., B&B	2.50	18 to 24 ins., B&B	1.50
Juniper, Pfitzer nana		Camellia sasanqua, Maiden's Blush	
12 to 15 ins., B&B	1.00	18 to 24 ins., B&B	1.25
15 to 18 ins., B&B	1.25	2 to 3 ft., B&B	1.50
18 to 24 ins., B&B	1.75	Cleyera japonica (Ternstroemia)	
24 to 30 ins., B&B	2.25	12 to 15 ins., B&B	.85
30 to 36 ins., B&B	2.50	Elaeagnus fruitlandi	
Juniper, Blue Vase		15 to 18 ins., B&B	.75
(Texas Star Juniper)		18 to 24 ins., B&B	.90
10 to 12 ins., B&B	.90	2 to 3 ft., B&B	1.00
12 to 15 ins., B&B	1.00	4 to 5 ft., B&B	1.50
15 to 18 ins., B&B	1.25	Euonymus japonicus aureo-variegatus	
18 to 24 ins., B&B	1.50	10 to 12 ins., B&B	.90
Juniper, Pfitzer Blue		Euonymus radicans erectus	
(D. Hill Nursery Co. strain)		12 to 15 ins., B&B	.60
10 to 12 ins., B&B	1.00	15 to 18 ins., B&B	.75
12 to 15 ins., B&B	1.25	18 to 24 ins., B&B	.90
15 to 18 ins., B&B	1.50	(Deduct 50% if wanted B.R.)	
24 to 30 ins., B&B	2.25	Gardenia radicans	
30 to 36 ins., B&B	2.50	12 to 15 ins., B&B	.70
		15 to 18 ins., B&B	.80
		Ilex cornuta	
		18 to 24 ins., B&B	\$.125
		24 to 30 ins., B&B	1.50
		30 to 36 ins., B&B	2.00
		Ilex cornuta burfordi	
		12 to 15 ins., B&B	.90
		15 to 18 ins., B&B	1.00
		18 to 24 ins., B&B	1.25
		24 to 30 ins., B&B	1.50
		Ilex cornuta, seedlings	
		15 to 18 ins., B&B	.90
		18 to 24 ins., B&B	1.00
		24 to 30 ins., B&B	1.25
		30 to 36 ins., B&B	1.50
		3 to 4 ft., B&B	2.00
		4 to 5 ft., B&B	2.50
		Ilex crenata convexa bullata	
		10 to 12 ins., B&B	.90
		12 to 15 ins., B&B	1.00
		Ilex crenata hetzi	
		10 to 12 ins., B&B	.85
		12 to 15 ins., B&B	1.00
		15 to 18 ins., B&B	1.25
		24 to 30 ins., B&B	1.75
		Ilex crenata rotundifolia	
		12 to 15 ins., B&B	1.00
		15 to 18 ins., B&B	1.25
		Ilex glabra (Inkberry)	
		15 to 18 ins., B&B	1.00
		18 to 24 ins., B&B	1.25
		24 to 30 ins., B&B	1.50
		Ilex opaca East Palatka	
		24 to 30 ins., B&B	1.25
		30 to 36 ins., B&B	1.50
		3 to 4 ft., B&B	2.00
		4 to 5 ft., B&B	2.50
		Ilex opaca femina	
		3 to 4 ft., B&B	2.50
		4 to 5 ft., B&B	2.75
		5 to 6 ft., B&B	3.00
		Ilex opaca Howard	
		18 to 24 ins., B&B	1.00
		24 to 30 ins., B&B	1.25
		30 to 36 ins., B&B	1.50
		3 to 4 ft., B&B	2.00
		4 to 5 ft., B&B	2.50
		Ilex opaca Howard, seedlings	
		3 to 4 ft., B&B	2.00
		5 to 6 ft., B&B	2.75
		6 to 8 ft., B&B	4.00
		Ilex vomitoria	
		3 to 4 ft., B&B	2.25
		Ilex vomitoria, dwarf	
		24 to 30 ins., B&B	2.50
		Jasminum floridum	
		18 to 24 ins., B&B	.75
		2 to 3 ft., B&B	.90
		(Deduct 50% if wanted B.R.)	
		Laurel, Cherry	
		2 to 3 ft., B&B	1.25
		3 to 4 ft., B&B	1.50
		4 to 5 ft., B&B	2.25
		Ligustrum ionandrum	
		A government introduction.	
		(Very small leaves, low growing and bushy. Forms a perfect specimen without shearing.)	
		12 to 15 ins., B&B	.90
		15 to 18 ins., B&B	1.00
		18 to 24 ins., B&B	1.25
		Ligustrum japonicum	
		3 to 4 ft., B&B	1.25
		4 to 5 ft., B&B	1.50
		Ligustrum lucidum compactum	
		Ligustrum texanum	
		18 to 24 ins., B&B	.85
		24 to 30 ins., B&B	1.00
		30 to 36 ins., B&B	1.25
		Magnolia grandiflora	
		18 to 24 ins., B&B	1.00
		2 to 3 ft., B&B	1.25
		3 to 4 ft., B&B	1.75
		4 to 5 ft., B&B	2.25
		5 to 6 ft., B&B	3.00
		Nandina domestica	
		12 to 15 ins., B&B	.60
		15 to 18 ins., B&B	.75
		18 to 24 ins., B&B	.90
		24 to 30 ins., B&B	1.10
		Osmanthus fortunei	
		12 to 15 ins., B&B	.75
		15 to 18 ins., B&B	.90
		Photinia serrulata	
		12 to 15 ins., B&B	.80
		15 to 18 ins., B&B	.90
		18 to 24 ins., B&B	1.00
		2 to 3 ft., B&B	1.25
		Viburnum tinus	
		30 to 36 ins., B&B	1.50
		3 to 4 ft., B&B	1.75

Miss.

T. G. OWEN & SON, INC.

Columbus, Miss.

FINISHED STOCK *Continued*

Each 5 or more	Each 25 or more	Each 25 or more	Each 25 or more	Each 25 or more
<i>Acer palmatum atropurpureum</i> , seedlings (Japanese Red-Leaved Maple)		<i>Cornus florida rubra</i>		<i>Magnolia soulangeana</i>
12 to 18 ins., B&B \$1.00		18 to 24 ins., B&B \$1.25		2 to 3 ft., B&B \$1.75
18 to 24 ins., B&B 1.50		3 to 4 ft., B&B 2.50		3 to 4 ft., B&B 2.25
2 to 3 ft., B&B 1.75		<i>Crape Myrtle, Wm. Toovey</i>		4 to 5 ft., B&B 2.75
<i>Barberry, Red-Leaved</i>		18 to 24 ins., B&B ..... .90		<i>Magnolia soulangeana nigra</i>
12 to 18 ins., B&B 1.00		2 to 3 ft., B&B 1.00		18 to 24 ins., B&B 1.25
18 to 24 ins., B&B 1.25		<i>Cydonia japonica</i>		2 to 3 ft., B&B 1.50
3 to 4 ft., B&B 1.75		18 to 24 ins., B&B ..... .90		<i>Magnolia stellata</i>
<i>Cornus florida</i>		2 to 3 ft., B&B 1.00		15 to 18 ins., B&B 1.25
2 to 3 ft., B&B 1.00		(Deduct 50% if wanted B.R.)		18 to 24 ins., B&B 1.50
3 to 4 ft., B&B 1.40		<i>Lonicera, Flaming Beauty</i>		2 to 3 ft., B&B 2.25
4 to 5 ft., B&B 2.00		12 to 18 ins., B&B ..... .85		3 to 4 ft., B&B 2.50
5 to 6 ft., B&B 2.75		18 to 24 ins., B&B 1.00		<i>Spiraea reevesiana flore-pleno</i>
				3 to 4 ft., B&B 1.00
				4 to 5 ft., B&B 1.25

LINING-OUT STOCK

Each Per 100	Each Per 1000	Each Per 100	Each Per 1000
<i>Abelia grandiflora</i>		<i>Abelia grandiflora</i>	
2 1/4-in. pots \$0.15	\$0.14	2 1/4-in. pots \$0.13	\$0.12
2 1/2-in. pots ..... .16	.15	2 1/2-in. pots ..... .14	.13
<i>Berberis julianae</i>		<i>Abelia opaca East Palatka</i>	
2 1/4-in. pots ..... .17	.16	2 1/4-in. pots \$0.13	\$0.12
2 1/2-in. pots ..... .18	.17	2 1/2-in. pots ..... .14	.13
<i>Buxus japonica</i>		<i>Abelia opaca femina</i>	
2 1/4-in. pots, heavy ..... .11	.10	2 1/2-in. pots ..... .18	.17
2 1/2-in. pots, heavy ..... .12	.11	2 1/2-in. pots ..... .14	.13
<i>Cleyera japonica (Ternstroemia)</i>		<i>Abelia opaca Howard</i>	
2 1/4-in. pots ..... .18	.17	2 1/2-in. pots ..... .14	.13
<i>Cleyera ochracea</i>		<i>Jasminum floridum</i>	
2 1/4-in. pots ..... .17	.16	2 1/4-in. pots ..... .10	.09
2 1/2-in. pots ..... .19	.18	<i>Laurel, Cherry</i>	
3-in. pots ..... .21	.20	2 1/4-in. pots ..... .14	.13
<i>Elaeagnus fruitlandi</i>		2 1/2-in. pots ..... .15	.14
2 1/4-in. pots ..... .13	.12	<i>Ligustrum japonicum</i>	
2 1/2-in. pots ..... .15	.14	2 1/4-in. pots ..... .11	.10
<i>Elaeagnus pungens, dwarf</i>		<i>Ligustrum texanum</i>	
2 1/4-in. pots ..... .19	.18	2 1/4-in. pots ..... .16	.15
2 1/2-in. pots ..... .21	.20	<i>Magnolia grandiflora</i>	
<i>Euonymus japonicus aureo-variegatus</i>		2 1/4-in. pots ..... .14	.13
2 1/4-in. pots ..... .17	.16	2 1/2-in. pots ..... .15	.14
<i>Euonymus radicans erectus</i>		3x4 ins., bed-grown seedlings ..... .06	.05
2 1/4-in. pots ..... .10	.09	<i>Nandina domestica</i>	
<i>Hedera helix (English Ivy)</i>		2 1/4-in. pots ..... .11	.10
2 1/4-in. pots ..... .11	.10	2 1/2-in. pots ..... .13	.12
2 1/2-in. pots ..... .13	.12	<i>Osmanthus fortunei</i>	
<i>Gardenia fortunei</i>		2 1/2-in. pots ..... .18	.17
2 1/2-in. pots ..... .16	.15	<i>Photinia glabra</i>	
<i>Ilex cornuta femina</i>		*2 1/4-in. pots ..... .17	.16
2 1/4-in. pots ..... .13	.12	<i>Photinia serrulata</i>	
2 1/2-in. pots ..... .15	.14	2 1/4-in. pots ..... .16	.15
<i>Ilex crenata buxifolia</i>		4x6 ins., bed-grown, seedlings ..... .04	.03
<i>Ilex crenata repandens</i>		<i>Pittosporum tobira</i>	
2 1/4-in. pots ..... .13	.12	2 1/4-in. pots ..... .11	.10
2 1/2-in. pots ..... .15	.14	<i>Pyracantha belli</i>	
<i>Ilex crenata convexa bullata</i>		2 1/4-in. pots ..... .19	.17
<i>Ilex crenata hetzi</i>		2 1/2-in. pots ..... .20	.18
2 1/4-in. pots ..... .14	.13	<i>Pyracantha lalandi</i>	
2 1/2-in. pots ..... .15	.14	2 1/4-in. pots ..... .12	.10
4x6 ins., beds, well-br. .... .14	.13	2 1/2-in. pots ..... .15	.14
6x8 ins., beds, well-br. .... .15	.14	Strong rooted cuttings ..... .07	.06
8x12 ins., beds, well-br. .... .17	.16	<i>Pyracantha yunnanensis</i>	
<i>Ilex crenata rotundifolia</i>		2 1/4-in. pots ..... .16	.15
2 1/2-in. pots ..... .15	.14	<i>Viburnum tinus</i>	
6x8 ins., bed-grown, well-br. .... .12	.11	2 1/2-in. pots ..... .10	.09
6x8 ins., field-grown, well-br. .... .16	.15	<i>Acer palmatum atropurpureum</i> , seedlings	
8x12 ins., field-grown, well-br. .... .18	.17	2 1/4-in. pots ..... .21	.20
<i>Ilex crenata fosteri No. 1</i>		*2 1/2-in. pots ..... .26	.25
A new, very low growing, very compact spreader. Its small serrated leaves are not convex and are more pointed than those of convexa.		<i>Barberry, Red-leaved</i>	
2 1/4-in. pots ..... .18	.16	2 1/4-in. pots ..... .11	.10
<i>Ilex crenata, seedlings</i>		2 1/2-in. pots ..... .13	.12
2-in. pots ..... .09	.08	<i>Cornus florida</i>	
2 1/4-in. pots ..... .11	.10	2 1/4-in. pots ..... .09	.08
3x4 ins., bed-grown ..... .05	.04	6x8 ins., bed-grown, seedlings ..... .04	.03
<i>Ilex crenata, seedlings</i>		<i>Slash Pine (Pinus caribaea)</i>	
2-in. pots ..... .09	.08	12x18 ins., bed-grown, seedlings ..... .06	.05
2 1/4-in. pots ..... .11	.10	18x24 ins., bed-grown, seedlings ..... .07	.06
3x4 ins., bed-grown ..... .05	.04		

SPECIAL NOTICE: Items marked by (*) asterisk will be available for delivery late spring of 1961. All items not so marked are ready for immediate or later shipment to suit customer's requirements.

PIKES PEAK NURSERY STOCK

**Quality Seedlings
and Transplants
for Your Big Spring
Planting Plans**



SCOTCH PINE

(Pinus sylvestris)

	Per 100	Per 1000
(2-0), 2-yr., S., 2 to 3 ins....	\$ 7.50	
(2-0), 2-yr., S., 4 to 6 ins....	\$ 2.50	15.00
(3-0), 3-yr., S., 7 to 14 ins....	3.75	25.00
(2-2), 4-yr., T., 8 to 15 ins....	6.75	45.00

WHITE PINE

(Pinus strobus)

(2-0), 2-yr., S., 3 to 5 ins....	3.00	20.00
(3-0), 3-yr., S., 5 to 12 ins....	4.50	30.00
(4-0), 4-yr., S., 8 to 16 ins....	6.00	40.00
(2-2), 4-yr., T., 6 to 14 ins....	8.25	55.00

COLORADO BLUE SPRUCE

(Picea pungens)

(2-0), 2-yr., S., 4 to 6 ins....	3.75	25.00
(3-0), 3-yr., S., 5 to 12 ins....	6.00	40.00
(4-0), 4-yr., S., 8 to 15 ins....	8.25	55.00
(2-2), 4-yr., T., 5 to 10 ins....	12.00	80.00
(2-3), 5-yr., T., 8 to 15 ins....	17.50	125.00

NORWAY SPRUCE

(Picea abies)

	Per 100	Per 1000
(2-0), 2-yr., S., 4 to 8 ins....	\$ 3.00	\$ 20.00
(3-0), 3-yr., S., 6 to 14 ins....	4.50	30.00
(4-0), 4-yr., S., 10 to 15 ins....	6.75	45.00
(2-2), 4-yr., T., 8 to 15 ins....	9.00	60.00
(2-3), 5-yr., T., 12 to 20 ins....	12.00	80.00

DOUGLAS FIR

(Pseudotsuga taxifolia)

(2-0), 2-yr., S., 4 to 7 ins....	3.75	25.00
(3-0), 3-yr., S., 5 to 12 ins....	6.00	40.00
(4-0), 4-yr., S., 8 to 14 ins....	7.50	50.00
(2-2), 4-yr., T., 5 to 10 ins....	9.75	65.00

BALSAM FIR

(Abies balsamea)

(2-3), 5-yr., T., 5 to 12 ins....	15.00	90.00
(2-3-2) 7-yr., T., 10 to 18 ins....	18.00	120.00

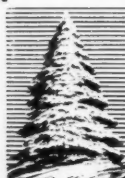
CANADIAN HEMLOCK

(Tsuga canadensis)

(2-2), 4-yr., T., 5 to 12 ins....	15.00	90.00
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20,000 TAXUS

	Each Per 100	Each Per 1000
T. wardi, 12 to 16 ins.	\$2.25	\$2.00
T. hatfieldi, 12 to 16 ins.	2.25	2.00
T. browni, 12 to 16 ins.	2.25	2.00
T. capitata, 12 to 16 ins.	2.25	2.00
T. hicksi, 12 to 16 ins.	2.25	2.00
T. henryi, 12 to 16 ins.	2.25	2.00

(The originator's true strain.)

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CONTAINER-GROWN

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LINING-OUT STOCK

MARSHALL NURSERIES, Salisbury, Md. Catalog on Request

Robert Owens, credit manager of the Standard Oil Co., Chicago, will discuss "Credits and Collections."

LAKE COUNTY SCHOOL

"Landscaping" is the theme of the morning session of the annual nurserymen's school, sponsored by the Lake County Nurserymen's Association, to be held February 22 at Hellriegel's Inn, Painesville, O.

A panel of landscape architects will discuss current trends, and highway and city planning will also be given consideration. Interior landscaping in contemporary homes and office buildings is a new item which has been added to the program.

The afternoon session will be devoted to a panel discussion on soil sterilization and reports on research by representatives of the department of horticulture, Ohio State University, Columbus, O.

A banquet in the evening will conclude the day's activities.

IDAHO GARDEN SCHOOL

The following program was recently released for the 12th annual garden school for nurserymen and home gardeners, to be held January 13 at the Basque Center, Boise, Ida.:

FEBRUARY 13

9:30 a. m.—Welcome, by Robert Day, mayor, city of Boise, Ida.

9:35 a. m.—"Pruning Ornamental and Fruit Plants," by Tony Horn, horticulturist, extension service, University of Idaho, Boise.

10 a. m.—"Pleasing Combinations of Flowers in Borders," slides to be narrated by Herman Hilfiker, Ada county extension agricultural agent.

10:30 a. m.—"Plants of the Bible," by the Rev. Herbert E. Richards, pastor, First Methodist church, Boise.

11 a. m.—"Controlling Insects in Yard and Home," by Donald Scott, assistant entomologist, agricultural experiment station, University of Idaho, Parma.

11:30 a. m.—"Plans for Centennial Beautification," speaker to be announced.

12 m.—Lunch.

Doran Peterson, extension agricultural agent, Ada county, chairman.

1 p. m.—"Fruit Varieties," by Tony Horn.

1:20 p. m.—"The Challenge of Gardening," by Mrs. Lulu Johnson, president, Idaho State Federation of Garden Clubs.

1:30 p. m.—"Roses," by Claude Mills, Miller Products Co., Portland.

2:15 p. m.—"Peonies, Lupines and Other Garden Flowers," by Marguerite Lewis, Boise.

2:45 p. m.—"About Plants," by Jens Ihrke, Mount Arbor Nurseries, Denver.

3:15 p. m.—"Trees for the Parking," by Gordon Bowen, city forester, Boise.

3:45 p. m.—"Canada Helps America Grow," film.

Warren Carnefix, nurseryman, Fruitland, chairman.

8 p. m.—"Interesting Plants in the



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...AND WE WERE

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Dayton Fruit Tree Label Co. has made wood plant labels for well over sixty years for satisfied nurserymen throughout the country. We make them right, ship them on time, and they do their job effectively.

Lately, however, we've heard quite a bit about the advantages of plastic plant labels. Quite frankly, we were skeptical. In sixty years we've seen a number of so-called "improvements" come and go without leaving a trace.

But we felt we should investigate. In fairness to our customers, if there is a way to make better plant labels, we want to use it.

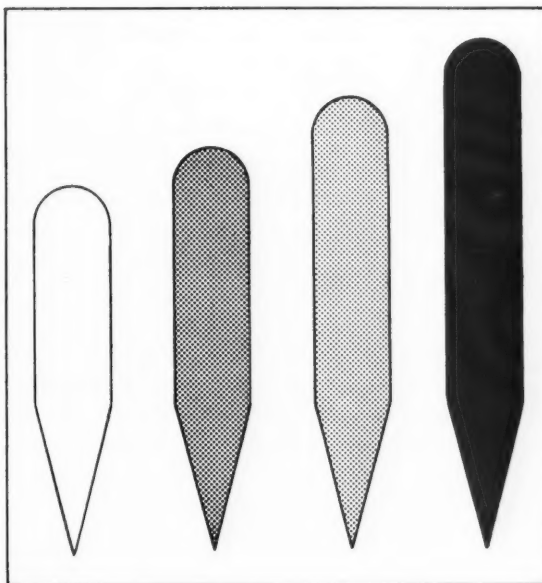
So we bought the necessary machinery, learned how to make plastic labels, and then tried everything we could think of to find out what's wrong with them.

Now we can honestly report to you that they are GOOD!

- . They're reusable, season after season.
- . They won't rot, rust, curl, mildew or corrode.
- . We make them in attractive colors.
- . You can mark them yourself with pencil, or rubber stamp.
- . Markings will not come off in weather, water or fertilizer.
- . You can easily remove your markings for reuse with damp cloth and household cleanser.

We now manufacture, in addition to our excellent wood labels, high quality plastic plant labels in red, yellow or white, blank or preprinted as you desire. Use them this year. By next year you'll be glad you did.

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DAYTON FRUIT TREE LABEL COMPANY
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SHADEMASTER LOCUST

(Plant Patent No. 1515)

PRINCETON'S UPRIGHT THORNLESS HONEY LOCUST

This is a two-year block. Notice the full, upright heads and straight trunks. Shademaster requires no staking.

A carefully planned national advertising campaign in many garden magazines is rapidly popularizing this excellent tree.

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	Unit Price in Quantities			
	1 to 9	10 to 49	50 to 249	250 and up
Two years or more, branched				
5 to 6 ft.	\$ 4.50	\$ 3.75	\$3.00	\$2.70
6 to 8 ft.	6.00	5.00	4.00	3.60
8 to 10 ft., 1 to 1¼-in. cal. ..	8.50	7.00	5.50	4.95
9 to 11 ft., 1¼ to 1½-in. cal. ..	11.20	9.50	7.50	6.75
10 to 12 ft., 1½ to 1¾-in. cal. ..	13.50	11.00	9.00	8.10

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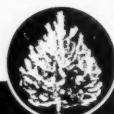
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Princeton, N. J.

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of ornamental nursery stock.

Suncrest Evergreen

PLANTING STOCK



Partial listing shown. Complete range of sizes in these and many other species available.

		Per 100 Per 1000				Per 100 Per 1000	
MUGHO PINE				WHITE SPRUCE			
3-yr., S., 5 to 10 ins.		\$ 4.50	\$ 30.00	4-yr., S., 12 to 15 ins., root-pruned	\$ 7.00	\$ 45.00	
CONCOLOR WHITE FIR				6-yr., T., 12 to 15 ins.	10.00	75.00	
4-yr., S., 12 to 15 ins., root-pruned	10.00	55.00		4-yr., T., 9 to 12 ins.	9.00	60.00	
BALSAM FIR, deep green				COLORADO BLUE SPRUCE			
6-yr., T., 10 to 14 ins.	15.00	60.00		4-yr., S., 10 to 14 ins., root-pruned	10.00	60.00	
4-yr., T., 5 to 8 ins.	10.00			4-yr., T., 5 to 10 ins.	12.50	80.00	
DOUGLAS FIR				BLACK HILLS SPRUCE			
3-yr., T., 4 to 7 ins.	10.00	60.00		4-yr., S., 10 to 14 ins., root-pruned	6.00	35.00	
SIEBOLDI' HEMLOCK				5-yr., T., 8 to 11 ins.	10.00	75.00	
3-yr., S., 8 to 12 ins.	7.00	40.00		AMERICAN ARBORVITAE			
NORWAY SPRUCE				3-yr., S., 9 to 14 ins.	7.00	35.00	
4-yr., S., 12 to 16 ins., root-pruned	7.00	45.00					
6-yr., T., 12 to 18 ins.	10.00	75.00					
4-yr., T., 7 to 12 ins.	9.00	60.00					

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Orient," colored slides by Mrs. Verne Kamphorn, Boise.

FEBRUARY 14

Sidney Nelson, Nelson's Nursery, Boise, chairman.

9:30 a. m.—"Soils and Fertilizers," by C. G. Painter, soils specialist, University of Idaho extension service.

10 a. m.—"We Should Grow More Annuals," by Sidney Nelson.

10:30 a. m.—"Diseases of Garden Plants," by William Simpson, assistant pathologist, University of Idaho experiment station, Parma.

11 a. m.—"Let's Grow Some Good Flowers," by Claude Mille.

11:30 a. m.—"The Lilies," by Clark Hamon, King Brown Nursery, Caldwell.

12 m.—Lunch.

Robert Gates, Petrie Nursery, Boise, chairman.

1:30 p. m.—"Lawn Weeds," by Robert E. Higgins, agronomist, University of Idaho extension service.

1:50 p. m.—"Plants for Sun and Shade," a panel discussion, with Warren Carnefix, moderator, and Robert Gates, Sidney Nelson and Pee Hamon.

2:45 p. m.—"Flower Arrangements."

Evening session, nurserymen's meeting and election of officers.

PENN STATE CONFERENCE

Designed for nursery owners, their employees and all persons associated with the industry, the 16th annual nurserymen's conference at Pennsylvania State University, University Park, Pa., will be held February 21 to 23. Cosponsors of the conference, the Pennsylvania Nurserymen's Association and the university's department of horticulture, have arranged the following program, with all meetings to be held in the auditorium of the Extension Conference Center on the university campus:

FEBRUARY 21

9 a. m.—Registration, room 109, Tyson building.

1:30 p. m.—"Welcome to Penn State," by Dr. H. R. Albrecht, director, agriculture and home economics extension.

1:45 p. m.—"What Makes People Buy?," by Dr. H. B. Bylund, department of agricultural economics.

2:45 p. m.—"Successful Garden Store Operation," by Robert A. Rave and Louis F. Rave, Rave's Garden Center, Dallas, Pa.

3:45 p. m.—"Getting Working Capital and Short-term Loans," by J. H. Truby, president, First National bank, State College, Pa.

8 p. m.—"Techniques in Successful Nursery Business Management," by Jesse R. S. Flory, La Bars' Rhododendron Nursery, Stroudsburg, Pa., and Louis Wissenbach, Squirrel Hill Nursery, Pittsburgh, Pa.

FEBRUARY 22

9 a. m.—"New Plants for Landscaping," by Dr. Donald Wyman, Arnold Arboretum, Jamaica Plain, Mass.

10 a. m.—"Practical Landscape Design," by George Tuoti, Tuoti Landscape Co., Ridgefield, Conn.

11 a. m.—"Common Turf Problems and Remedies," by Dr. John C. Harper II, extension agronomist.

1:30 p. m.—"Research in Ornamental

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Size 0 Top 4" Bottom 3 1/2" High 4" Weight per 100 Reg. 10 lbs. Heavy 25 100 \$2.75 1000 \$25.00 Heavy Weight 100 \$3.75 1000 \$35.00	Size 3 Top ... 8 1/2" Bottom 6 1/2" High 9" Weight per 100 Reg. 30 lbs. Heavy 70 100 \$5.00 1000 \$47.50 Heavy Weight 100 \$6.75 1000 \$65.00
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Size 0 1/2 Top 5" Bottom 4" High 5" Weight per 100 Reg. 13 lbs. Heavy 30 100 \$3.50 1000 \$32.50 Heavy Weight 100 \$4.50 1000 \$42.50	Size *4 Top 10" Bottom 8 1/2" High 10" Weight per 100-120 lbs. 100 \$11.00 500 \$52.50 1000 \$100 *Heavy Only -- For trees and shrubs
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Size 1 Top 6" Bottom 5" High 6" Weight per 100 Reg. 15 lbs. Heavy 35 100 \$4.00 1000 \$37.50 Heavy Weight 100 \$5.25 1000 \$50.00	Size *5 Top 12" Bottom 10" High 12" LG POT Weight per 100-220 lbs. 20 30c ea. 100 \$27.50 500 \$125 1000 \$225 *For extra-heavy trees, large shrubs
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Size 2 Top 7" Bottom 5 1/2" High 9" Weight per 100 Reg. 24 lbs. Heavy 55 100 \$4.50 1000 \$42.50 Heavy Weight 100 \$6.25 1000 \$60.00	Size Pan Top ... 8 1/2" Bottom 7 1/2" High 5" PAN Weight per 100 Reg. 30 lbs. Heavy 70 100 \$5.00 1000 \$47.50 Heavy Weight 100 \$6.25 1000 \$60.00
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SUPERIOR STRENGTH Rugged construction gives you a better pot! Withstands rough handling . . . will not break apart.

DRAINAGE Unique side drainage feature makes water-logging impossible . . . no worry while pot stands in yard!

LIGHT WEIGHT Easy to handle . . . economical. Light weight cuts shipping costs. Menne-Pots save you money!

COMPLETELY ASSEMBLED Stapled Bottom . . . a Menne-Pot can be used immediately! No waste "set-up" time. No heating.

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Customers prefer nursery stock in Menne-Pots because of handling ease and they can be carried in a car without dirt or muss. Menne-Pots are perfect for merchandising roses, shrubs, trees, annuals, perennials, etc. . . . in full flower . . . and all season!

With the Regular Menne-Pot there is no transplanting; plant pot and all! Roots penetrate walls and bottom. Plants can be re-dug with ease months later because of the compact root system.

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1 1/4" Square	2 1/4" Round
2,500 to 17,500 \$6.90 M	2,000 to 18,000 \$7.75 M
20,000 to 72,500 6.40 M	20,000 to 74,000 7.25 M
75,000 and up 5.90 M	76,000 and up 6.75 M
2,500 per case — 30 lb.	2,000 per case — 32 lb.
2 1/4" Square	3" Round
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20,000 to 74,000 9.75 M	10,000 to 49,000 12.75 M
76,000 and up 9.00 M	50,000 and up 11.50 M
2,000 per case — 36 lb.	1,000 per case — 28 lb.
3" Square	4" Round
1,000 to 9,000 \$17.25 M	500 to 2,000 \$28.75 M
10,000 to 49,000 16.00 M	2,500 to 9,500 26.25 M
50,000 and up 14.75 M	10,000 and up 24.75 M
1,000 per case — 30 lb.	500 per case — 30 lb.
4" Azalea	
500 to 2,000 \$28.75 M	
2,500 to 9,500 26.25 M	
10,000 and up 24.75 M	
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Freight Allowed
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Once you use a MENNE PEAT POT you'll never buy anything else. These top-quality domestic made peat pots save you labor of transplanting to field or bench. No labor and time wasted in storing pots. MENNE PEAT POTS also eliminate transplant shock and promote faster, stronger growth. You're sure to get top prices and more satisfied customers. For bigger profits next season, order your MENNE PEAT POTS today!

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Beautiful "Living Color" Advertisements
in leading garden magazines . . .
will boost STAR
miniature
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Sales for You

The cute little girl watering the Star Miniature Roses is going to bring Star Miniature Roses to the attention of nearly 3 million gardeners in leading garden magazines this season.

These advertisements will tell them when, why and where to plant miniature roses. It will also tell them that miniature roses are real roses; that the grain-of-wheat-size buds open to nickel-size blooms—so cute, different and beautiful! They are extremely hardy and everblooming, too.

Be sure to have a good supply of them in stock . . . your customers will be coming in and asking for them.



Brand New!

Star PIXIE GOLD (Pl. Pat. App. for)

Fine bright yellow bud opens to a soft yellow. Grows to about 12".



Star PIXIE ROSE (Pl. Pat. App. for)

Finest deep pink. Free flowering double blooms. Fragrant, too. A compact plant of 10".

ALL NEW SPECIAL OFFER

COLLECTION A1 (50 plants)

25 Pixie Gold
25 Pixie Rose

\$42.50 for one collection

\$39.50 ea. for 3 or more collections

FAVORITE FOUR The STAR Special

COLLECTION A2 (100 plants)

50 Red Imp—rich unfading red
20 Bo-Peep—soft pink
15 Baby Gold Star—golden yellow

15 Cinderella—cream white

\$67.50 for one collection
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	Per 100	Per 1000	Per 1000 for
Strong, well-rooted, 1-yr. plants; propagated			5000 or more
in soil and peat frames with light shade . . .	\$6.50	\$53.00	here in same shipment
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Horticulture," by R. P. Meahl, C. Haramaki, J. E. Brewer, F. O. Lanphear and J. R. Nuss, all of the department of horticulture.

2:30 p. m.—"Seedling and Liner Production," by R. C. Bedger, Musser Forests, Inc., Indiana, Pa.

3:30 p. m.—"Producing Quality Trees," by William Flemer III, Princeton Nurseries, Princeton, N. J.

7 p. m.—Banquet, State College hotel.

FEBRUARY 23

9 a. m.—"Weed Control in the Nursery," by C. Haramaki, department of horticulture, and Ian Mackay, Conard-Pyle Co., West Grove, Pa.

10 a. m.—"Effective Plant Disease Control," by Dr. Spencer Davis, extension plant pathologist, Rutgers University, New Brunswick, N. J.

10:45 a. m.—"Nursery Insects and Their Control," by Prof. Lloyd E. Adams, extension entomologist.

11:30 a. m.—"Plant Pest Control Regulations," by Mac Campbell, supervisor, plant pest control division, United States Department of Agriculture.

MASSACHUSETTS COURSE

Release of the program for the sixth annual short course for Massachusetts nurserymen at the Waltham field station of the University of Massachusetts, Waltham, February 23 and 24, has been made by Richard S. Guild, executive director of the Massachusetts Nurserymen's Association. The M. N. A. educational committee co-operating with the field station includes Harold D. Stevenson, chairman; Sterling Myrick, and Homer K. Dodge.

The short course this year, for the first time, will be devoted to management topics, and among the speakers will be Orville F. Westover, a past president of the National Office Management Association and the present chairman of its speakers' bureau. Through his arrangements, two other speakers will appear on the program, Howard E. Hansen and Stephen G. Blake.

Following are details of the program for the Massachusetts Association of Nurserymen's annual short course.

FEBRUARY 23

9:30 a. m.—Registration.

10:15 a. m.—Welcome.

10:30 a. m.—"Human Relations—What the Boss Owes His Employees and What the Employee Owes His Boss." Guest speaker, Stephen G. Burk, Northeastern University, Boston, Mass. Panel—Clifford D. Corliss, Corliss Bros., Inc., Gloucester, Mass., and John J. Hemmings, Pioneer Landscape Co., Hanover, Mass.

12:30 p. m.—Lunch.

2 p. m.—"Employee Cost," by Richard S. Guild.

2:45 p. m.—"Nursery Financing—How To Finance Sales, Purchases and General Operations." Guest speaker, John A. Dunn, financial officer, Rockland Trust Co., Rockland, Mass. Panel—Lloyd A. Hathaway, Littlefield-Wyman Nurseries, Inc., Abington, Mass., and

Mr. Nurseryman - - Does the quality of your stock build REPEAT SALES . . . ?



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better plants than them
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Nurseries!**

OZARK plants are grown in the fertile foothills of the Ozark Mountains, where Mother Nature has provided a perfect balance of fertile soil, pleasing temperatures, abundant sunshine and ample rain. This, along with 66 years of growing experience, the latest equipment, the most exacting modern cultural practices, assures both YOU and your CUSTOMER of the BEST in strong, vigorous TOP-QUALITY PLANTS.



Ozark evergreens have been sheared to make them full and thick. Just the kind to please you . . . and your customer.



Straight trunks, heavy caliper and good branching are characteristic of these strong and healthy OZARK trees.



Ozark flowering shrubs are bushy and heavy and will increase both your landscape and retail sales.

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- SILVER MAPLE 8 to 10 ft. — Reg. \$1.35 SPL. **85c**
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- DWARF APPLE . . . Red Delicious, Jonathan, Yellow Delicious, Yellow Transparent
9/16-in. cal. — Reg. \$1.50 SPL. **\$1.15**
7/16-in. cal. — Reg. \$1.25 SPL. **85c**
- WEIGELA VANICEKI (Cardinal Shrub) 3 to 4 ft. — Reg. 50c SPL. **15c**
- PURPLE-LEAVED HONEYSUCKLE, No. 1, extra heavy — Reg. 25c . SPL. **35c**

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2-yr., 6 to 8 ins.	24.00	200.00
3-yr., 8 to 12 ins.	27.50	250.00
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2-yr., 6 to 8 ins.	24.00	200.00
3-yr., 8 to 12 ins.	27.50	250.00
Ellwangeriana Tom Thumb		
3-yr., 8 to 12 ins.	27.50
RETINOSPORA—CHAMAECYPARIS		
Fillifera aurea (Gold Thread)		
2-yr., 6 to 8 ins.	25.00	225.00
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Fillifera (Green Thread)		
4-yr., 8 to 10 ins.	20.00	175.00
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2-yr., 6 to 8 ins.	25.00	225.00
3-yr., 6 to 10 ins.	30.00	275.00
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2-yr., 4 to 6 ins.	35.00
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Chinensis, Pfitzer		
2-yr., 4 to 8 ins.	24.00	200.00
3-yr., 8 to 10 ins.	27.50	250.00
Glaucu hetzi		
2-yr., 6 to 10 ins.	25.00	225.00
3-yr., 8 to 12 ins.	30.00	275.00
Horizontalis plumosa		
2-yr., 6 to 8 ins.	24.00	200.00
3-yr., 6 to 10 ins.	27.50	250.00
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2-yr., 4 to 6 ins.	25.00	225.00

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TERMS—Orders can be booked with ¼ cash, balance before shipping date or C.O.D. Cash with order earns 2% discount; boxing and packing free.

Government-inspected stock; no Japanese beetles.

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1-yr., 3 to 6 ins.	\$18.00	\$160.00
2-yr., 4 to 8 ins.	22.50	200.00
3-yr., 6 to 10 ins.	27.50	250.00
TAXUS		
Capitata		
1-yr., 4 to 6 ins.	22.00	200.00
2-yr., 6 to 8 ins.	30.00	275.00
3-yr., 8 to 12 ins.	37.50	350.00
Cuspidata—Special		
1-yr., 4 to 6 ins.	16.00	150.00
2-yr., 6 to 8 ins.	20.00	175.00
3-yr., 8 to 10 ins.	25.00	225.00
4-yr., 10 to 15 ins.	30.00	275.00
Media browni		
1-yr., 4 to 6 ins.	20.00	175.00
2-yr., 6 to 8 ins.	25.00	225.00
3-yr., 8 to 10 ins.	32.50	300.00
4-yr., 8 to 12 ins.	37.50	350.00
Media hatfieldi, upright		
1-yr., 4 to 6 ins.	20.00	175.00
2-yr., 6 to 8 ins.	25.00	225.00
3-yr., 8 to 10 ins.	32.50	300.00
4-yr., 8 to 10 ins.	37.50	350.00
Media Hicksi		
1-yr., 4 to 6 ins.	20.00	180.00
2-yr., 6 to 8 ins.	25.00	225.00
2-yr., 8 to 10 ins.	32.50	275.00
4-yr., 8 to 12 ins.	37.50	350.00
TSUGA (Hemlock)		
Canadian		
4-yr., 8 to 10 ins., T.	25.00	200.00
4-yr., 10 to 15 ins., T.	30.00	275.00
5-yr., 12 to 18 ins., T.	35.00	325.00

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Umberto P. Motroni, Old Colony Landscape Service, Weymouth, Mass.

4:30 p. m.—Report on the A. A. N. advanced management course.

6 p. m.—Annual banquet. Guest speaker, Arthur W. Anti, Arthur D. Little, Inc., Cambridge, Mass., whose topic will be "Making Scents from Plants."

FEBRUARY 24

10 a. m.—"Business Guideposts and Danger Signals":

"Setting Up and Maintaining Proper Records." Guest speaker, Howard E. Hansen, Peat, Marwick, Mitchell & Co., accountants, Boston. Panel—George H. Bigelow, H. V. Lawrence, Inc., operating the Cape Cod Nurseries, Falmouth, Mass., and H. Harvey Jackson, Jr., Jackson Bros. Nursery, Norton, Mass.

"A Planned Program and Its Control." Guest speaker, Orville F. Westover. Panel—Floyd A. Oatman, Adams Nursery, Inc., Westfield, Mass., and Seth L. Kelsey, Jr., Kelsey-Highlands Nursery, East Boxford, Mass.

12:30 p. m.—Lunch.

1:30 p. m.—"Safety." Guest speaker, Bert R. Harmon, assistant manager, Massachusetts Safety Council, Boston.

2:15 p. m.—"The Human Side of Selling." Guest speaker, R. Louis Towne, executive director, Plumbing and Heating Wholesalers of New England, Wellesley, Mass.

3 p. m.—Questions and discussion.

FIGHT DUTCH ELM DISEASE

Although the communities of northern Illinois about Chicago have controlled Dutch elm disease by local campaigns of spraying and sanita-



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tion, the Cook county board last month decided to seek permission from the Illinois state legislature for a half-cent increase in the property tax rate of the forest preserve district to accelerate its fight against the disease.

Charles G. Sauers, general superintendent of the Cook county forest preserves, which now total 46,500 acres, estimated that the half-cent increase would provide the district with at least \$750,000 more a year, half of which would go for Dutch elm

disease control, the other half producing more operating and maintenance funds. He said the disease is alarming in its increase. Six years ago only 10 trees were found diseased in the forest preserves, while this year he estimated they would destroy approximately 7,000 elms and in 1962, when the higher tax would yield funds, they expect to find 10,000 diseased trees. In the forest preserves the only method to combat the disease is to cut and burn infected trees.

B & B

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Carefully nursery grown and transplanted to assure good root system. Well-formed heads. Balled to A. A. N. specifications (see below).

Your inspection cordially invited. Wire, write, or phone collect to reserve your needs.

	Each Per 10	Each Per 100		Each Per 10	Each Per 100
Acer platanoides (Norway Maple)			Prunus serrulata kwanzan		
2-in. cal., B&B	\$14.00	\$13.50	(Kwanzan Cherry)		
2½-in. cal., B&B	19.00	17.50	2½-in. cal., B&B	\$30.00	\$27.50
Acer rubrum (Red Maple)			3-in. cal., B&B	37.50	35.00
1½-in. cal., B&B	10.00	9.50	Prunus subhirtella pendula		
2-in. cal., B&B	15.00	14.50	(Japanese Weeping Cherry)		
Acer dasycarpum (saccharinum)			2½-in. cal., B&B	25.00	22.50
pyramidale (Pyramidal Silver Maple)			3-in. cal., B&B	30.00	27.50
3½-in. cal., B&B	37.50	35.00	Quercus palustris (Pin Oak)		
4-in. cal., B&B	42.50	40.00	3-in. cal., B&B	32.50	30.00
4½-in. cal., B&B	52.50	45.00	3½-in. cal., B&B	37.50	35.00
Celtis occidentalis (Hackberry)			4-in. cal., B&B	42.50	40.00
1½-in. cal., B&B	12.50	11.50	Sorbus aucuparia		
2-in. cal., B&B	16.00	15.00	(European Mt. Ash)		
2½-in. cal., B&B	21.00	20.00	2-in. cal., B&B	17.00	16.00
Crataegus crus-galli			2½-in. cal., B&B	25.00	21.00
(Cockspur Hawthorn)			3-in. cal., B&B	30.00	27.50
6 to 8 ft., B&B	16.00	14.75	3½-in. cal., B&B	35.00	32.50
8 to 10 ft., B&B	24.50	23.25	4-in. cal., B&B	40.00	37.50
Crataegus phaeopyrum (cordata)			Syringa amurensis japonica		
(Washington Hawthorn)			(Japanese Tree Lilac)		
4 to 5 ft., B&B	5.75	5.35	5 to 6 ft., B&B	8.00	7.50
5 to 6 ft., B&B	8.00	7.60	6 to 7 ft., B&B	12.00	11.50
6 to 8 ft., B&B	14.00	13.35	Taxodium distichum (Bald Cypress)		
8 to 10 ft., B&B	19.00	17.35	4-in. cal., B&B	35.00	32.50
10 to 12 ft., B&B	25.00	23.50	4½-in. cal., B&B	42.00	40.00
Elaeagnus angustifolia			5-in. cal., B&B	50.00	47.00
(Russian Olive)			5½-in. cal., B&B	65.00	63.00
6 to 8 ft., B&B	6.50	5.50	6-in. cal., B&B	85.00	82.50
8 to 10 ft., B&B	9.50	8.50	Ulmus carpinifolia Christine Buisman		
10 to 12 ft., B&B	12.50	11.00	(Christine Buisman Elm)		
Fraxinus pennsylvanica lanceolata			2½-in. cal., B&B	27.50	25.00
(Green Ash)			3-in. cal., B&B	30.00	27.50
3-in. cal., B&B	30.00	27.50	3½-in. cal., B&B	35.00	32.50
3½-in. cal., B&B	35.00	32.50	Ulmus parvifolia , pyramidal form		
4-in. cal., B&B	42.50	40.00	(Pyramidal Tree Chinese Elm)		
Gleditsia triacanthos inermis			4 to 5 ft., B&B	5.50	5.00
(Thornless Honey Locust)			5 to 6 ft., B&B	7.00	6.25
2-in. cal., B&B	19.50	18.00	6 to 8 ft., B&B	9.50	9.00
2½-in. cal., B&B	27.00	25.00	8 to 10 ft., B&B	12.00	11.50
3-in. cal., B&B	30.00	27.50	Ulmus procera (English Elm)		
3½-in. cal., B&B	35.00	32.50	2-in. cal., B&B	20.00	19.50
4-in. cal., B&B	43.00	40.00	2½-in. cal., B&B	27.50	25.00
Gleditsia triacanthos inermis Shademaster			3-in. cal., B&B	30.00	27.50
(Shademaster Locust)			3½-in. cal., B&B	35.00	32.50
2½-in. cal., B&B	24.00	22.50	4-in. cal., B&B	40.00	37.50
3-in. cal., B&B	30.00	27.50	Ulmus pumila (Siberian Elm)		
Gleditsia triacanthos inermis Sunburst			2½ to 3-in. cal., B&B	25.50	25.00
(Sunburst Locust)			3 to 3½-in. cal., B&B	28.00	27.50
3-in. cal., B&B	30.00	27.50	3½ to 4-in. cal., B&B	35.00	32.50
3½-in. cal., B&B	37.50	35.00	4 to 4½-in. cal., B&B	37.50	35.00
Koeleruteria paniculata			Ulmus pumila hybridi (Hybrid Elm)		
(Golden-Rain Tree)			2½-in. cal., B&B	26.00	25.00
1½-in. cal., B&B	14.00	13.00	3-in. cal., B&B	30.00	27.50
2-in. cal., B&B	20.00	19.00	3½-in. cal., B&B	35.00	32.50
2½-in. cal., B&B	27.50	25.00	4-in. cal., B&B	40.00	37.50
Liquidambar styraciflua			4½-in. cal., B&B	45.00	42.50
(Sweet Gum, Northern)					
2½-in. cal., B&B	25.50	24.00			
3-in. cal., B&B	30.00	27.50			
3½-in. cal., B&B	35.00	32.50			
4-in. cal., B&B	40.00	37.50			
4½-in. cal., B&B	47.50	45.00			
5-in. cal., B&B	57.50	55.00			
5½-in. cal., B&B	70.00	67.50			
Phellodendron amurense					
(Amur Cork Tree)					
1½-in. cal., B&B	10.00	9.50			
2-in. cal., B&B	15.00	14.00			
2½-in. cal., B&B	20.00	19.00			
Platanus acerifolia					
(London Plane Tree)					
3-in. cal., B&B	35.00	34.25			

Please note: Following ball sizes and approximate weight are indicated for you to calculate loads. Prices F. O. B. nursery. Economical truck transportation to your nursery or direct to your job can be arranged.

5 to 6 ft., 15-in. ball, 115 lbs.
6 to 8 ft., 18-in. ball, 160 lbs.
8 to 10 ft., 21-in. ball, 225 lbs.
10 to 12 ft., 24-in. ball, 325 lbs.
1½-in. cal., 20-in. ball, 200 lbs.
2-in. cal., 24-in. ball, 325 lbs.
2½-in. cal., 26-in. ball, 450 lbs.
3-in. cal., 30-in. ball, 700 lbs.
3½-in. cal., 34-in. ball, 900 lbs.
4-in. cal., 38-in. ball, 1400 lbs.
5-in. cal., 46-in. ball, 2400 lbs.
6-in. cal., 52-in. ball, 3400 lbs.

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We have had a wonderful growing season, and we have available for the 1961 season the largest stock of top-quality evergreens that we have ever offered. We would be very happy to have you visit us at the nursery and see our stock growing in the fields. We are, at this time, using 2400 acres of good west Tennessee land to produce for you the very best in evergreens, and we think it would be worth your time to visit us if you are interested in the best stock available at very reasonable prices.

	Each	Each		Each	Each		Each	Each
	Per 10	Per 100		Per 10	Per 100		Per 10	Per 100
Dark Green American Arborvitae			Pfitzer Juniper			Variegata Juniper		
18 to 24 ins.	\$1.25	\$1.00	12 to 15 ins.	\$1.25	\$1.10	18 to 24 ins.	\$1.75	\$1.50
24 to 30 ins.	1.75	1.50	15 to 18 ins.	1.70	1.50	2 to 3 ft.	2.25	2.00
30 to 36 ins.	2.25	2.00	18 to 24 ins.	2.25	2.00			
3 to 4 ft.	3.00	2.50	24 to 30 ins.	2.75	2.50	Densa glauca Juniper		
Compacta erecta Globe Arborvitae						2 to 3 ft.	2.00	1.75
12 to 15 ins.	1.25	1.00	Pfitzer Juniper, Blue			3 to 4 ft.	2.75	2.50
15 to 18 ins.	1.50	1.25	12 to 15 ins.	1.25	1.10			
18 to 24 ins.	1.75	1.50	15 to 18 ins.	1.70	1.50	Hetz glauca Juniper, staked		
24 to 30 ins.	2.25	2.00	18 to 24 ins.	2.25	2.00	2 to 3 ft.	3.00	2.75
30 to 36 ins.	2.75	2.50				3 to 4 ft.	4.00	4.00
Globe American Arborvitae			Blue Vase Juniper					
12 to 15 ins.	1.25	1.00	15 to 18 ins.	1.70	1.50	Chinese mascula Juniper		
15 to 18 ins.	1.50	1.25				3 to 4 ft.	3.25	3.00
18 to 24 ins.	2.00	1.75	Pfitzer Juniper (Gold Tip)			4 to 5 ft.	4.25	4.00
24 to 30 ins.	2.50	2.25	15 to 18 ins.	1.70	1.50			
30 to 36 ins.	3.00	2.75	30 to 36 ins.	3.50	3.00	Chinensis columnaris Juniper		
Globe Parson's Compacta Arborvitae						2 to 3 ft.	2.75	2.50
15 to 18 ins.	1.75	1.50	Pfitzer Compacta Juniper (Kallay)			3 to 4 ft.	3.75	3.50
Siberian Arborvitae			12 to 15 ins.	1.25	1.10			
(Thuja wareana)			15 to 18 ins.	1.70	1.50	Sylvestris Juniper		
15 to 18 ins.	1.25	1.00	18 to 24 ins.	2.25	2.00	3 to 4 ft.	3.00	2.75
18 to 24 ins.	1.75	1.50	24 to 30 ins.	2.75	2.50			
Pyramidal American Arborvitae						Sabina Von Ehron Juniper, staked		
18 to 24 ins.	1.50	1.25	Pfitzer Compacta Juniper (Nick's)			2 to 3 ft.	3.00	2.75
24 to 30 ins.	1.75	1.50	12 to 15 ins.	1.25	1.10	3 to 4 ft.	4.00	3.75
30 to 36 ins.	2.50	2.25	15 to 18 ins.	1.70	1.50			
3 to 4 ft.	3.00	2.75	18 to 24 ins.	2.25	2.00	Scopulorum Blue Haven Juniper		
4 to 5 ft.	3.50	3.25	24 to 30 ins.	2.75	2.50	2 to 3 ft.	2.75	2.50
5 to 6 ft.	4.00	3.75				3 to 4 ft.	3.75	3.50
Baker's Arborvitae			Pfitzer Nana Juniper (Armstrong)			4 to 5 ft.	4.75	4.50
24 to 30 ins.	1.35	1.10	12 to 15 ins.	1.25	1.10			
30 to 36 ins.	1.60	1.35	15 to 18 ins.	1.70	1.50	Sparta Juniper		
Berckmans Golden Arborvitae			18 to 24 ins.	2.25	2.00	2 to 3 ft.	2.75	2.50
12 to 15 ins.	1.25	1.00						
15 to 18 ins.	1.40	1.20	Maney Juniper			Virginiana Juniper (Red Cedar)		
18 to 24 ins.	1.70	1.50	15 to 18 ins.	2.00	1.75	2 to 3 ft.	1.75	1.50
24 to 30 ins.	2.25	2.00	18 to 24 ins.	2.50	2.25	3 to 4 ft.	2.25	2.00
Blue Cone Arborvitae						4 to 5 ft.	3.00	2.75
18 to 24 ins.	1.20	1.00	Meyer Juniper					
24 to 30 ins.	1.45	1.25	15 to 18 ins.	2.00	1.75	Virginiana burkii Juniper		
30 to 36 ins.	1.70	1.50	18 to 24 ins.	2.50	2.25	2 to 3 ft.	2.75	2.50
3 to 4 ft.	2.25	2.00				3 to 4 ft.	3.75	3.50
Bonita Arborvitae			Repandens Juniper			4 to 5 ft.	4.75	4.50
15 to 18 ins.	1.35	1.20	15 to 18 ins.	1.25	1.10			
18 to 24 ins.	1.70	1.50	18 to 24 ins.	1.75	1.50	Virginiana Canaerti Juniper		
24 to 30 ins.	2.25	2.00	30 to 36 ins.	2.25	2.00	2 to 3 ft.	2.75	2.50
30 to 36 ins.	2.75	2.50				3 to 4 ft.	3.75	3.50
Excelsa Arborvitae			Sabina Juniper			4 to 5 ft.	4.75	4.50
24 to 30 ins.	1.45	1.25	12 to 15 ins.	1.20	1.00	5 to 6 ft.	6.00	5.50
30 to 36 ins.	1.70	1.50	15 to 18 ins.	1.50	1.25			
3 to 4 ft.	2.25	2.00	18 to 24 ins.	2.00	1.75	Virginiana Dundee Juniper		
4 to 5 ft.	3.00	2.50				2 to 3 ft.	2.75	2.50
Fruitlandi Arborvitae			Sabina horizontalis Juniper					
18 to 24 ins.	1.70	1.50	15 to 18 ins.	1.70	1.50	Virginiana glauca Juniper		
24 to 30 ins.	2.25	2.00	18 to 24 ins.	2.25	2.00	3 to 4 ft.	3.75	3.50
Mawhews Arborvitae						2 to 3 ft.	2.75	2.50
30 to 36 ins.	1.70	1.50	Sabina tamariscifolia Juniper					
3 to 4 ft.	2.25	2.00	15 to 18 ins.	1.75	1.50	Cupressifolia Juniper (Hillspire)		
Newark Arborvitae			18 to 24 ins.	2.25	2.00	2 to 3 ft.	3.75	3.50
24 to 30 ins.	1.45	1.25				3 to 4 ft.	4.75	4.50
30 to 36 ins.	1.70	1.50	Sabina Von Ehron Juniper			4 to 5 ft.	6.00	5.50
3 to 4 ft.	2.25	2.00	15 to 18 ins.	1.50	1.25			
4 to 5 ft.	2.75	2.50	18 to 24 ins.	2.00	1.75	Virginiana keteleeri Juniper		
Andorra Juniper			30 to 36 ins.	3.00	2.75	2 to 3 ft.	2.25	2.00
12 to 15 ins.	1.25	1.10				3 to 4 ft.	3.50	3.00
15 to 18 ins.	1.50	1.25	Sabina Von Ehron Juniper, globes					
18 to 24 ins.	1.75	1.50	15 to 18 ins.	2.00	1.75	Fastigiata Juniper		
24 to 30 ins.	2.25	2.00	18 to 24 ins.	2.50	2.00	24 to 30 ins.	1.20	1.00
30 to 36 ins.	2.75	2.50	24 to 30 ins.	3.00	2.75	30 to 36 ins.	1.50	1.25
Chinensis procumbens Juniper						3 to 4 ft.	1.75	1.50
12 to 15 ins.	1.25	1.10	Sargentii Juniper			4 to 5 ft.	2.00	1.75
15 to 18 ins.	1.70	1.50	12 to 15 ins.	1.25	1.10	5 to 6 ft.	2.25	2.00
Golden Canadian Juniper			15 to 18 ins.	1.70	1.50			
15 to 18 ins.	1.70	1.50	18 to 24 ins.	2.25	2.00	Cedrus atlantica		
Hetz glauca Juniper			24 to 30 ins.	2.75	2.50	2 to 3 ft.	1.75	1.50
12 to 15 ins.	1.20	1.00				3 to 4 ft.	2.75	2.50
15 to 18 ins.	1.45	1.30	Virginiana globosa Juniper			4 to 5 ft.	3.75	3.50
18 to 24 ins.	2.00	1.75	15 to 18 ins.	2.75	2.50	5 to 6 ft.	4.75	4.50
24 to 30 ins.	2.50	2.25	18 to 24 ins.	3.50	3.25			
30 to 36 ins.	3.00	2.75				Cedrus deodara		
Hetz glauca Juniper, globes			Ames Juniper			2 to 3 ft.	1.75	1.50
15 to 18 ins.	2.00	1.75	2 to 3 ft.	2.75	2.50	3 to 4 ft.	2.75	2.50
18 to 24 ins.	2.50	2.00	3 to 4 ft.	3.75	3.50	4 to 5 ft.	3.75	3.50
24 to 30 ins.	3.00	2.50						
			Excelsa stricta Juniper			Chamaecyparis plumosa, green		
			12 to 15 ins.	1.15	1.00	2 to 3 ft.	2.00	1.75
			15 to 18 ins.	1.35	1.20	3 to 4 ft.	2.50	2.25
			18 to 24 ins.	1.75	1.50	4 to 5 ft.	3.25	3.00
			24 to 30 ins.	2.25	2.00			
			30 to 36 ins.	3.00	2.75	Chamaecyparis plumosa aurea		
			3 to 4 ft.	3.50	3.25	2 to 3 ft.	2.00	1.75
			4 to 5 ft.	4.00	3.75	3 to 4 ft.	2.50	2.25
			Chinensis Iowa Juniper			Austrian Pine		
			2 to 3 ft.	2.75	2.50	2 to 3 ft.	2.25	2.00
						3 to 4 ft.	3.25	3.00
			Nova Juniper			4 to 5 ft.	4.25	4.00
			2 to 3 ft.	2.25	2.00	5 to 6 ft.	5.50	5.00
			3 to 4 ft.	2.75	2.50			
						White Pine		
						2 to 3 ft.	2.25	2.00
						3 to 4 ft.	3.25	3.00
						4 to 5 ft.	4.25	4.00
						5 to 6 ft.	5.50	5.00

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	Each Per 10	Each Per 100
<i>Abelia grandiflora</i> 2 to 3 ft.	\$1.25	\$1.00
<i>Anise (Illicium)</i> 2 to 3 ft.	1.50	1.25
3 to 4 ft.	2.25	2.00
<i>Barberry, Juliance</i> 15 to 18 ins.	1.75	1.50
18 to 24 ins.	2.25	2.00
<i>Boxwood, harlandi</i> 8 to 10 ins. ....	.85	.75
10 to 12 ins.	1.15	1.00
12 to 15 ins.	1.40	1.25
15 to 18 ins.	1.65	1.50
<i>Boxwood, sempervirens</i> 12 to 15 ins.	1.40	1.25
15 to 18 ins.	2.25	2.00
18 to 24 ins.	2.75	2.50
<i>Boxwood, welleri</i> 12 to 15 ins.	1.40	1.25
<i>Cleyera japonica</i> 15 to 18 ins.	1.20	1.00
18 to 24 ins.	1.75	1.50
<i>Elaeagnus fruitlandi</i> 2 to 3 ft.	1.25	1.00
3 to 4 ft.	1.75	1.50
<i>Elaeagnus simoni</i> 2 to 3 ft.	1.25	1.00
3 to 4 ft.	1.75	1.50
<i>Euonymus alatus compactus</i> 18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
<i>Euonymus coloratus</i> 18 to 24 ins.	1.25	1.00
24 to 30 ins.	1.50	1.25
30 to 36 ins.	2.25	2.00
<i>Euonymus fortunei erectus</i> 15 to 18 ins.	1.25	1.00
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.70	1.50
<i>Euonymus japonicus</i> 18 to 24 ins.	1.15	1.00
24 to 30 ins.	1.70	1.50
30 to 36 ins.	2.25	2.00
<i>Euonymus patens</i> 18 to 24 ins.	1.20	1.00
2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.25	2.00
<i>Euonymus radicans</i> , several selected types 15 to 18 ins.	1.20	1.00
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
<i>Ilex cassine angustifolia</i> 3 to 4 ft.	3.50	3.00
4 to 5 ft.	4.50	4.00
<i>Ilex cornuta burfordi</i> 15 to 18 ins.	1.20	1.00
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.50	2.25
3 to 4 ft.	3.50	3.00
<i>Ilex cornuta femina</i> 15 to 18 ins.	1.20	1.00
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.50	2.25
<i>Ilex cornuta Hume</i> 15 to 18 ins.	1.50	1.25
18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	2.75	2.50
<i>Ilex cornuta rotunda</i> 12 to 15 ins.	1.50	1.25
<i>Ilex crenata convexa</i> 12 to 15 ins.	1.00	.80
15 to 18 ins.	1.25	1.00
18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.25	2.00
<i>Ilex crenata hetzi</i> 12 to 15 ins.	1.20	1.00
15 to 18 ins.	1.75	1.25
<i>Ilex crenata latifolia, pyramids</i> 18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	3.25	3.00
3 to 4 ft.	4.50	4.00

	Each Per 10	Each Per 100
<i>Ilex crenata repandens</i> 12 to 15 ins.	\$1.25	\$1.00
15 to 18 ins.	1.50	1.25
18 to 24 ins.	2.00	1.75
24 to 30 ins.	2.25	2.00
<i>Ilex crenata rotundifolia</i> 12 to 15 ins.	1.15	1.00
15 to 18 ins.	1.40	1.25
18 to 24 ins.	1.65	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	3.00	2.75
3 to 4 ft.	4.00	3.50
<i>Ilex crenata rotundifolia, pyramids</i> 24 to 30 ins.	2.25	2.00
30 to 36 ins.	3.25	3.00
3 to 4 ft.	4.50	4.00
<i>Ilex glabra</i> 15 to 18 ins.	1.20	1.00
18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	2.75	2.50
<i>Ilex opaca seedlings</i> 2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.75	3.50
5 to 6 ft.	5.50	5.00
<i>Ilex Croonenburg</i> 2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
5 to 6 ft.	5.25	5.00
<i>Ilex East Palatka</i> 2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.75	3.50
5 to 6 ft.	5.50	5.00
<i>Ilex opaca fosteri</i> 2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
<i>Ilex howardi</i> 2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
5 to 6 ft.	5.25	5.00
<i>Ilex Hume No. 2</i> 2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
5 to 6 ft.	5.25	5.00
<i>Ilex Reynolds</i> 2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
<i>Ilex Taber</i> 3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
5 to 6 ft.	5.25	5.00
<i>Ilex vomitoria</i> 15 to 18 ins.	1.15	1.00
18 to 24 ins.	1.40	1.25
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.25	2.00
<i>Ilex vomitoria Pride of Houston</i> 18 to 24 ins.	1.40	1.25
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.25	2.00
<i>Ilex vomitoria, dwarf</i> 12 to 15 ins.	1.50	1.25
<i>Jasmine, floridum</i> 15 to 18 ins.	1.20	1.00
18 to 24 ins.	1.50	1.25
2 to 3 ft.	1.75	1.50
<i>Laurel, Cherry</i> 2 to 3 ft.	1.50	1.25
3 to 4 ft.	1.75	1.50
4 to 5 ft.	2.50	2.25
5 to 6 ft.	3.50	3.00
6 to 8 ft.	5.00	4.50
<i>Laurel, English</i> 15 to 18 ins.	1.25	1.00
18 to 24 ins.	1.50	1.25
2 to 3 ft.	1.75	1.50
<i>Laurel, Zabeli</i> 15 to 18 ins.	1.20	1.00
18 to 24 ins.	1.75	1.50
2 to 3 ft.	2.50	2.25
<i>Ligustrum lucidum (Black Wax)</i> 18 to 24 ins.	1.20	1.00
24 to 30 ins.	1.50	1.25
30 to 36 ins.	1.75	1.50
<i>Ligustrum lucidum Suwannee River</i> 15 to 18 ins.	1.15	1.00
18 to 24 ins.	1.40	1.25
24 to 30 ins.	1.65	1.50
30 to 36 ins.	2.00	1.75

	Each Per 10	Each Per 100
<i>Lonicera yunnanensis</i> 15 to 18 ins.	\$1.20	\$1.00
18 to 24 ins.	1.50	1.25
<i>Loropetalum chinensis</i> 15 to 18 ins.	1.15	1.00
18 to 24 ins.	1.40	1.25
24 to 30 ins.	1.75	1.50
<i>Magnolia alexandrina</i> 4 to 5 ft.	3.75	3.50
<i>Magnolia glauca</i> 2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.25	2.00
4 to 5 ft.	2.75	2.50
5 to 6 ft.	3.50	3.25
6 to 8 ft.	5.50	5.00
<i>Magnolia grandiflora</i> 2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.75	3.50
5 to 6 ft.	5.50	5.00
6 to 8 ft.	8.25	7.50
<i>Magnolia rustica rubra</i> 4 to 5 ft.	3.75	3.50
<i>Magnolia soulangiana</i> 2 to 3 ft.	2.00	1.75
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.50	3.25
5 to 6 ft.	4.50	4.00
<i>Magnolia soulangiana nigra</i> 3 to 4 ft.	2.75	2.50
<i>Magnolia stellata</i> 18 to 24 ins.	2.00	1.75
2 to 3 ft.	3.00	2.50
3 to 4 ft.	4.50	4.00
<i>Nandina domestica</i> 15 to 18 ins. ....	.90	.75
18 to 24 ins.	1.20	1.00
24 to 30 ins.	1.50	1.25
30 to 36 ins.	1.75	1.50
<i>Nandina domestica, dwarf</i> 15 to 18 ins.	1.15	1.00
18 to 24 ins.	1.40	1.25
<i>Osmanthus aquifolium</i> 18 to 24 ins.	1.50	1.25
<i>Osmanthus fortunei</i> 18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
<i>Photinia serrulata</i> 18 to 24 ins.	1.20	1.00
2 to 3 ft.	1.75	1.50
<i>Viburnum burkwoodi</i> 18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.25	2.00
3 to 4 ft.	2.75	2.50
<i>Viburnum chenaulti</i> 18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.25	2.00
3 to 4 ft.	2.75	2.50
<i>Viburnum juddi</i> 18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
<i>Viburnum rhytidophyllum</i> 18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.00	1.75
30 to 36 ins.	2.50	2.25
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.50	4.00
<i>White Dogwood</i> 2 to 3 ft.	1.20	1.00
3 to 4 ft.	1.75	1.50
4 to 5 ft.	2.25	2.00
5 to 6 ft.	3.50	3.00
<i>White Dogwood (Cherokee Princess)</i> 3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.75	3.50
<i>Pink Dogwood</i> 2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.75	2.50
<i>Live Oak, B&B</i> 3 to 4 ft.	2.75	2.50
4 to 5 ft.	4.00	3.50
5 to 6 ft.	5.50	5.00
<i>Silver Maple, B&B</i> 6 to 8 ft.	2.00	1.50
8 to 10 ft.	2.50	2.00
10 to 12 ft.	3.00	2.50

CARTWRIGHT NURSERY CO. Collierville, Tenn. Phone: UL 3-2352
Highway 72-57, 10 miles east of Memphis

PRICES AND PROFITS

Comments on Business Management in the Nursery

By John J. Pinney

BALANCING MERCHANDISE

Many garden center operators, especially those new in the business, are confronted with the problem of how to balance their merchandise. How much should be invested in nursery stock as compared to accessory or related lines, such as fertilizers, mulches, insecticides, tools, etc., seems to be a controversial subject.

There are some so-called garden centers that offer no live plants at all. When visiting a garden center, one expects to be able to buy everything needed to create a garden and care for it, just as one expects to be able to buy anything in the way of food at a supermarket. Mercantile establishments that sell no nursery stock or plants of any kind are not garden centers; they are more properly referred to as garden supply stores.

Many of the accessory lines are manufactured by large corporations with big advertising budgets and active sales forces, which bring great pressure on garden center operators. Their products are not only good, but desirable to balance the stock of the garden centers. Unfortunately, the pressure often results in an inventory of hard goods that is too large for the volume of business being done. This means inactive capital and lower profits.

Plants Create Varied Market

Nursery stock is the backbone of the garden center business. It is purchased to create gardens and landscapes. Without these plantings, there would be no market for fertilizers, insecticides, fungicides, mulches, soil conditioners, hedge shears, pruning shears, spades, shovels, trowels, sprayers, etc.

This can be demonstrated graphically by a simple hypothetical illustration. Suppose a customer enters your garden center and states that he wishes to buy a sack of rose food. You have a good product and sell him a large sack of it. Then, in an effort to build up the sale, you suggest to him that he might like to look over your stock of roses with the idea of buying some on which to use the rose food he has just bought. He might respond by giving the roses a

cursory "once over," or more likely he would answer politely that he did not think he was interested. On the way out, however, it is probable that he would be wondering "what that fellow thought I bought rose food for. I would not have bought it if I did not have some roses."

But assume that a customer comes in and tells you he is interested in roses. You show him a fine assortment and give him your best sales pitch. He buys a dozen bushes and while they are being loaded into his car, you tell him what a nice garden he is going to have and how he can keep it that way by applying rose food. You also suggest that it is a good idea to have a complete rose spray or dust on hand to keep the roses healthy, and if you are tactful and do not overdo it, you might even talk him into a bale of peat moss to mulch the roses. He will go out feeling mighty good. He has his roses

and all the accessories to get the best results and he feels grateful to you.

It can readily be seen that the more nursery stock you sell, the greater opportunity you have to sell related merchandise.

Higher Markup

Another compulsive reason for putting the emphasis on the sale of nursery stock is the handsome markup it enjoys. The markup on nursery stock, when properly priced, is considerably more than on dry or hard lines. The markup on the latter, based on selling price, may be as low as 25 per cent. It often does not run so high as 40 per cent. The markup on nursery stock, however, usually starts at 50 per cent and goes as high as 66-2/3 per cent.

Garden center operators often inquire what percentage of their sales volume should be in plants and what percentage in accessory merchandise. Aggressive manufacturers sometimes recommend as high as 75 per cent in dry lines and 25 per cent nursery stock. They are entitled to an E for effort but their recommendations are not realistic.

Consider the simple example of a garden center that has an annual volume of \$100,000. If 75 per cent of its sales were in allied merchan-

TAXUS DENSIFORMIS (True)

This variety has proved to be the most popular of all the spreading Taxus.

	Each Per 100	Each Per 1000
2-yr., T., strong	\$0.45	\$0.40
3-yr., T., strong .....	.60	.50
4-yr., TT., FR, strong .....	.75	.60

Special price on large quantities. Also other varieties of Taxus available. Write for price list.

C. HOOGENDOORN, Nurseryman

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"Where Quality Excels"

SPRING SPECIAL

8000 choice, 30 to 36-in.

PYRAMIDAL ARBORVITAE

Priced in the field at only 50c each.

Other items also available.

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ORDER NOW FOR SPRING SALES

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PREPACKED AND BULK PACKED BULBS AND ROOTS FOR RESALE
 PRICES INCLUDE PREPAID TRANSPORTATION
 PICTURES — EMPTY BAGS — PLANTING INSTRUCTIONS SUPPLIED FREE

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CASE No. 21

NOVELTY
 INCARVILLEA
 DELAYAYI

HARDY PERENNIAL
 COMMONLY
 KNOWN AS

GARDEN GLOXINIA

100 CLUMPS PER CASE
\$20.00 Delivered

SUGGESTED RETAIL
\$0.50 EACH



CASE No. 23

LIATRIS SPICATA

(BLAZING STAR)
 100 STRONG CLUMPS

\$19.00 DELIVERED

SUGGESTED RETAIL
\$0.50 EACH

CASE No. 24

HARDY PHLOX

100 STRONG CLUMPS
 4 COLORS

\$16.00 DELIVERED

SUGGESTED RETAIL
\$0.50 EACH

DISPLAY CASES

BULK PACKED

DELIVERY FEBRUARY TO MAY

GLADIOLUS

- Case No.
 1—1000—(2-in. up Jumbo)
 (10 Separate Varieties) 100 Each
 2—1000—(2-in. up Jumbo)
 (5 Separate Varieties) 200 Each
 3—2000—(1½ to 1¾-in. No. 2)
 (5 Separate Varieties) 400 Each
 PRICE—CASES 1-2-3—**\$40.00** DELIVERED
 Sug. Retail—JUMBO \$0.95 per doz.
 No. 2 \$0.50 per doz.
 4—1000—(1½ to 2-in. No. 1)
 (10 Separate Varieties) 100 Each
 PRICE—CASE 4—**\$30.00** DELIVERED
 Sug. Retail—\$0.75 per doz.
 5—500 RUFFLED GLADIOLUS
 Top size—100 each 5 colors
 PRICE—CASE 5—**\$22.50** DELIVERED
 Sug. Retail—\$1.25 per doz.

BEGONIAS

- 6—SINGLE PICOTEE
 100 Top-Size Bulbs per Case
 PRICE—CASE 6—**\$22.50** DELIVERED
 Sug. Retail—\$0.50 Each
 7—DOUBLE CAMELLIA FLOWERED
 Large Bulbs—2-in. and up
 6 SEPARATE COLORS
 CASE of 300 BULBS—**\$54.00** DEL.
 CASE of 150 BULBS—**\$29.00** DEL.
 Sug. Retail—\$0.50 Each
 8—PENDULA (Hanging Basket)
 100 Top-Size Bulbs 1½-in. and up
 4 SEPARATE COLORS
 PRICE—CASE 8—**\$24.00** DELIVERED
 Sug. Retail—\$0.60 Each
 9—FIMBRIATA (Double Carnation)
 150 Top-Size Bulbs 2-in. and up
 6 SEPARATE COLORS
 PRICE—CASE 9—**\$29.00** DELIVERED
 Sug. Retail—\$0.50 Each

DELIVERY FEBRUARY TO MAY

HARDY LILIES

- Case No.
 10—LILIUM FIRE KING
 CASE (50 Bulbs Size 7/8-in. Waxed)
 PRICE—CASE 10—**\$20.00** DELIVERED
 Sug. Retail—\$0.85 Each
 11—125 Large Bulbs—5/8-in. Waxed
 25 L. White Imperator—25 L. Regale
 25 L. Henryi—25 Rubrum—25 Umbellatum
 CASE (125 Bulbs as Listed)
 PRICE—CASE 11—**\$30.00** DELIVERED
 Sug. Retail—\$0.50 Each
 12—AMARYLLIS HYBRIDS—4 Colors
 24 Bulbs 9/10-in. per case **\$22.50** 1.75
 16 Bulbs 10/11-in. per case **22.50** 2.50
 13—ARUM CORNUTUM (Voodoo Lily)
 100 Bulbs 10-in. and up **20.00** .50
 150 Bulbs 8/10-in. per case **25.00** .40
 14—HYACINTHUS CANDICANS
 (Summer Hyacinth)
 100 Bulbs 7-in. and up **17.50** .40
 15—PEONIES WAXED 3 EYES AND UP
 125 Clumps per case **40.00** .75
 75 Clumps per case **26.00** .75

DAHLIAS WAXED

- 16—CACTUS TYPE (4 Colors)
 100 Clumps per case **\$20.00** Delivered
 Sug. Retail—\$0.50 Ea.
 17—DECORATIVE TYPE (6 Colors)
 150 Clumps per case **\$24.00** Delivered
 Sug. Retail—\$0.40 Ea.
 18—POMPON TYPE (4 Colors)
 100 Clumps per case **\$20.00** Delivered
 Sug. Retail—\$0.50 Ea.
 19—DICECENTRA (Bleeding Hearts)
 Strong Waxed Clumps 4 Eyes and Up
 50 Clumps per case **\$19.00** Delivered
 Sug. Retail—\$0.75 Ea.
 20—LILY OF THE VALLEY
 Strong Pips for Outside and Inside
 Wrapped 10 per package. Planted in
 Plastic Pot. Total 50 Pots (500 Pips)
 per case.
\$30.00 Per Case Delivered
 Sug. Retail—\$1.25 Per Pot

DISPLAY CASE "A"

PEONIES

60 Roots Waxed 2 to 4 Eyes
 Red -Pink - White
\$25.00 Delivered—Sug. Retail \$0.85 Each

DISPLAY CASE "B"

LIATRIS Blazing Fire

60 Units of 2 Clumps Each
\$25.00 Delivered—Sug. Retail \$0.85 per unit

DISPLAY CASE "C"

GLADIOLUS JUMBO SIZE 2-in. up
 60 Units 8 Bulbs Each (Net Bags)
 10 Bags Each—Red, Scarlet, Pink, White,
 Yellow, Purple
\$25.00 Delivered—Sug. Retail \$0.85 Per Bag

DISPLAY CASE "D"

GLADIOLUS No. 1. 1½ to 1¾-in.
 60 Units 12 Bulbs Each (Net Bags)
 10 Bags Each—Red, Scarlet, Pink, White,
 Yellow, Purple
\$25.00 Delivered—Sug. Retail \$0.85 Per Bag

DISPLAY CASE "E"

BEGONIAS CAMELLIA FL. 2-in. and up
 60 Units of 2 Bulbs Each
 Colors—Yellow, White, Pink, Orange,
 Red, Scarlet
\$25.00 Delivered—Sug. Retail \$0.85 Per Unit

DISPLAY CASE "F"

DAHLIA CLUMPS WAXED
 60 Units (2 Clumps) Large Decorative
 Red, Pink, Yellow, Lavender, Orange,
 Two-Toned.
\$25.00 Delivered—Sug. Retail \$0.85 Per Unit

DISPLAY CASE "G"

HARDY LILIES WAXED
 60 Units 1 Bulb Each Size 9-in. and up
 White Imperator—Henryi
 Rubrum—Regale
\$25.00 Delivered—Sug. Retail \$0.85 Each

DISPLAY CASE "H"

HYACINTHUS CANDICANS
 60 Units 6 Bulbs Each 5/6-in.
\$25.00 Delivered—Sug. Retail \$0.75 per 6

DISPLAY CASE "I"

GLADIOLUS—In Boxes of 6 Bulbs
 Units of 100 Boxes 1¼-in. and up
 40 Boxes Mixed—20 Red—10 Pink
 10 White—10 Purple—10 Yellow
\$30.00 Delivered—Sug. Retail \$0.75 Per 6

DISPLAY CASE "J"

GLADIOLUS—In Net Bags (6 Bulbs 2-in.
 and up)
 100 Units—40 Bags Mixed—20 Red
 10 Pink—10 White—10 Yellow—10 Purple
\$27.50 Delivered—Sug. Retail \$0.69 Per Bag

S. S. Skidelsky & Co. Inc.

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EVERGREEN SEEDLINGS SPRING, 1961, WHOLESALE PRICE LIST

Scotch Pine	Per 100	Per 1000
2-yr., 2 to 4 ins.	\$ 1.50	\$ 7.50
4 to 8 ins.	4.00	20.00
3-yr., 6 to 12 ins.	4.00	20.00
8 to 14 ins.	4.00	20.00
10 to 18 ins.	5.00	25.00
4-yr., 12 to 22 ins.	7.00	35.00

Special low prices on complete beds of 3 and 4-yr. Scotch Pine. Inquire for details.

French Scotch Pine	Per 100	Per 1000
2-yr., 1 to 3 ins.	1.50	7.50
3 to 6 ins.	4.00	20.00
3-yr., 6 to 13 ins.	5.00	25.00
4-yr., 13 to 20 ins.	8.00	40.00
(2-3), 6 to 10 ins.	10.00	50.00
10 to 15 ins.	16.00	75.00
15 to 18 ins.	25.00	

Spanish Scotch Pine	Per 100	Per 1000
2-yr., 1 to 3 ins.	1.50	7.50
3 to 6 ins.	4.00	20.00
4 to 8 ins.	5.00	25.00
3-yr., 6 to 12 ins.	5.00	25.00
4-yr., 8 to 15 ins.	8.00	40.00

Ponderosa Pine	Per 100	Per 1000
2-yr., 3 to 6 ins.	3.00	15.00
3-yr., 6 to 14 ins.	5.00	25.00
4-yr., 12 to 18 ins.	10.00	

White Pine	Per 100	Per 1000
2-yr., 1 to 2 ins.	2.00	10.00
2 to 5 ins.	3.00	15.00
3-yr., 4 to 8 ins.	7.00	

Red Pine	Per 100	Per 1000
2-yr., 2 to 4 ins.	3.00	15.00
3-yr., 5 to 10 ins.	5.00	25.00
4-yr., 10 to 17 ins.	10.00	

Mugo Pine	Per 100	Per 1000
3-yr., 1 to 3 ins.		
height or spread		35.00
(2-3), 6 to 12 ins., 50c each		
(2-4), 10 to 15 ins., \$1.00 each		

Austrian Pine	Per 100	Per 1000
2-yr., 1 to 3 ins.	1.50	7.50
3 to 5 ins.	3.00	15.00
3-yr., 8 to 15 ins.	6.00	30.00
4-yr., 15 to 20 ins.	10.00	50.00

Douglas Fir	Per 100	Per 1000
3-yr., 2 to 4 ins.	\$ 3.00	\$ 15.00
4 to 8 ins.	6.00	30.00
4-yr., 3 to 5 ins.	4.00	20.00
5 to 10 ins.	8.00	40.00
5-yr., 8 to 15 ins.	15.00	
(2-2), 3 to 7 ins.	10.00	
(2-3), 7 to 12 ins.	20.00	

Concolor Fir	Per 100	Per 1000
3-yr., 2 to 4 ins.	3.00	15.00
4 to 8 ins.	8.00	40.00
4-yr., 7 to 12 ins.	12.00	

Balsam Fir	Per 100	Per 1000
3-yr., 1 to 3 ins.	3.00	15.00
3 to 6 ins.	6.00	30.00
(2-2), 4 to 8 ins.	15.00	

Fraser Fir	Per 100	Per 1000
2-yr., 1 to 2 ins.	4.00	

We have had many requests in the past for small seedlings that a person may secure at a low price and then put them in transplant beds for a few years prior to field planting. For these people and for others who have the same idea, we are now listing this small size at a very low figure. We do not recommend these for direct field planting except in areas where they have proved themselves. The size of the following seedlings is 1 to 2 ins. No discount. Net price.

Scotch Pine, \$5.00 per 1000
Blue Spruce, \$8.00 per 1000

Colorado Blue Spruce	Per 100	Per 1000
3-yr., 2 to 4 ins.	2.00	12.50
4 to 8 ins.	5.00	25.00
4-yr., 6 to 10 ins.	8.00	40.00
10 to 16 ins.	13.00	65.00
(3-2), 3 to 6 ins.	10.00	50.00
6 to 12 ins.	20.00	90.00
12 to 15 ins.	50.00	

White Spruce	Per 100	Per 1000
3-yr., 2 to 4 ins.	\$ 2.00	\$ 12.50
4 to 8 ins.	5.00	25.00
4-yr., 8 to 12 ins.	7.00	35.00
(2-4), 6 to 12 ins.	13.00	65.00
12 to 18 ins.	20.00	100.00
18 to 24 ins.	30.00	150.00

Black Spruce	Per 100	Per 1000
3-yr., 2 to 4 ins.	2.00	12.50
4 to 8 ins.	4.00	20.00

Black Hills White Spruce	Per 100	Per 1000
3-yr., 1 to 3 ins.	2.00	12.50
3 to 6 ins.	5.00	25.00
4-yr., 6 to 12 ins.	8.00	40.00

Engelmann Spruce	Per 100	Per 1000
3-yr., 1 to 3 ins.	2.00	12.50
3 to 6 ins.	4.00	20.00
6 to 10 ins.	7.00	35.00

Norway Spruce	Per 100	Per 1000
2-yr., 2 to 4 ins.	2.00	10.00
4 to 8 ins.	4.00	20.00
3-yr., 6 to 10 ins.	5.00	25.00
10 to 14 ins.	7.00	35.00
4-yr., 14 to 20 ins.	10.00	50.00
(2-2), 3 to 6 ins.	8.00	40.00
6 to 12 ins.	13.00	65.00
10 to 20 ins.	25.00	

Arborvitae	Per 100	Per 1000
3-yr., 2 to 4 ins.	4.00	20.00
4 to 8 ins.	7.00	35.00
7 to 12 ins.	15.00	

Canadian Hemlock	Per 100	Per 1000
3-yr., 1 to 3 ins.	5.00	
(3-2), 4 to 8 ins.	15.00	75.00
8 to 12 ins.	25.00	125.00
10 to 14 ins.	35.00	

Juniperus virginiana	Per 100	Per 1000
(2-3), 10 to 18 ins., 35c each		
18 to 30 ins., 50c each		

Juniperus communis depressa	Per 100	Per 1000
(2-3), 10 to 18 ins., 35c each		

Taxus cuspidata capitata, upright pyramidal	Per 100	Per 1000
3-yr., 1 to 3 ins.		50.00
3 to 8 ins.	15.00	

TERMS

Discount of 5% allowed on purchase of 5,000 of one kind and size. Write for our larger discounts on larger purchases and FREE 1961 Spring Wholesale Price List. All orders must be accompanied by a payment in full or a 25% down payment, balance C.O.D.

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Shelofta, Pa.

CANALE'S FOREST NURSERY

dise at 30 per cent markup and 25 per cent of its sales in nursery stock at 50 per cent markup, its gross profit would be \$35,000. But if nursery stock represented 50 per cent of the volume, and accessory merchandise the other 50 per cent, the gross profit, with the same markups, would be \$40,000. The more nursery stock sold, the greater the profit.

The plant material offered for sale by a garden center need not be confined to nursery stock. Foliage plants and flowering house plants find ready sale, and the market is active practically the entire year. The business they bring in is especially welcome during the slow winter months. The sale of potted plants creates a market for additional lines of related merchandise such as ornamental pots, vases, planters and potting soil.

CONNECTICUT MEETING

[Continued from page 22]

derbrook for his keen interest in promoting the nursery business.

The next order of business was the proposal of the new slate of officers by the chairman of the nominating committee, Warren Richards, Jr.,

JAPANESE RED BARBERRY

	Per 100	Per 1000	Per 5000
2-yr., S., 6 to 9 ins.	\$ 6.00	\$ 50.00	\$200.00
2-yr., S., 9 to 12 ins.	8.00	70.00	300.00
2-yr., S., 12 to 18 ins.	10.00	90.00	400.00
2-yr., S., 18 to 24 ins.	15.00	125.00	575.00
3-yr., T., lightweight, 18 to 24 ins.	27.50	240.00	
4-yr., T., heavy, 12 to 15 ins.	25.00	225.00	
4-yr., T., heavy, 15 to 18 ins.	30.00	275.00	
4-yr., T., heavy, 18 to 24 ins.	35.00	325.00	
4-yr., T., heavy, 2 to 2½ ft.	37.50	350.00	

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For Quality Stock— RICKERT NURSERIES

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Established 1767
MORRISVILLE, PA.

Clinton Nurseries, with elections following as reported earlier. Louis Vanderbrook installed the new officers, this being the 24th time he has performed the ceremony for the organization. Elected to honorary membership in the association were Charles Steele, Charles Steele's Nurseries, Greenwich; Erwin Whitham, and Louis Vanderbrook.

The new president, Russell J. Griffin, appointed Warren Richards, Jr., as chairman of the nominating committee for 1961. Messrs. Robert Bennerup, Sunny Border Nurseries, Kensington, and Ludwig Hoffman, Ludwig Hoffman Nursery, Bloomfield, were voted committee members from the floor.

After the business meeting, a so-

Highest-Quality NORTHERN ALABAMA GROWN ORNAMENTALS

For spring, 1961, we can still offer, in quantity, the stock listed below.

All merchandise has been properly grown and sheared as needed.

All first class.

Pictured below are our young, healthy, assorted evergreens.



Abelia grandiflora	Each
18 to 24 ins., B&B	\$0.75
2 to 3 ft., B&B	1.00
Barberry, Juliana, evergreen	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
Buxus sempervirens (American Boxwood)	
12 to 15 ins., B&B, heavy	1.50
15 to 18 ins., B&B, heavy	2.00
18 to 21 ins., B&B, heavy	2.50
Camellia sasanqua Cleopatra	
15 to 18 ins., B&B	1.25
Elaeagnus fruticand	
18 to 24 ins., B&B	1.00
Gardenia fortunei	
15 to 18 ins., B&B	.80
18 to 24 ins., B&B	1.00
Gardenia radicans and stricta nana	
15 to 18 ins., B&B	.80
18 to 24 ins., B&B	1.00
Ilex cornuta femina	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
Ilex cornuta compacta	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
Ilex cornuta burfordii	
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
Ilex crenata	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
Ilex crenata bullata (convexa)	
10 to 12 ins., B&B	1.00
12 to 15 ins., B&B	1.25
Ilex crenata hetzi	
15 to 18 ins., B&B	1.25
Ilex crenata helleri	
10 to 12 ins., B&B	1.50
Ilex crenata rotundifolia	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
Ilex East Palatka	
18 to 24 ins., B&B	1.00
24 to 30 ins., B&B	1.50
2 1/2 to 3 ft., B&B	1.75
3 to 4 ft., B&B	2.50
4 to 5 ft., B&B	3.00
Ilex opaca femina — Croonenburg	
Taber No. 3, Lake City and Howard	
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
30 to 36 ins., B&B	2.50
3 to 4 ft., B&B	3.00
4 to 8 ft., B&B, \$1.00 per foot	
Ilex opaca fosteri No. 2	
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
30 to 36 ins., B&B	2.50
Ilex vomitoria nana Shillings Dwarf	
10 to 12 ins., B&B	1.50
12 to 15 ins., B&B	2.00

Jasmine, floridum (Showy Jasmine)	Each
18 to 24 ins., B&B	\$1.00
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
Ligustrum lucidum compactum and pendulum	
18 to 24 ins., B&B	1.00
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
Magnolia grandiflora	
18 to 24 ins., B&B	1.00
2 to 3 ft., B&B	1.50
3 to 4 ft., B&B	2.50
Mahonia bealei	
12 to 15 ins., B&B	1.00
Nandina domestica	
18 to 24 ins., B&B	1.00
2 to 3 ft., B&B	1.25
Osmanthus ilicifolius (Holly-Leaved Osmanthus)	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
Pittosporum tobira	
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
Prunus caroliniana (Cherry Laurel)	
18 to 24 ins., B&B	1.00
2 to 3 ft., B&B	1.25
3 to 4 ft., B&B	1.50
4 to 5 ft., B&B	2.00
5 to 6 ft., B&B	2.75
6 to 7 ft., B&B	3.75
Pyracantha formosana	
1 gal., 18 to 24 ins.	.75
2 to 3 ft., B&B, R.P., staked	2.00
Pyracantha lalandi	
1 gal., 2 to 3 ft.	1.00
Scotch Broom	
2 to 3 ft., T. heavy, B&B	.75
3 to 4 ft., T. heavy, B&B	1.00
Azalea Hindogiri (Kurume)	
6 to 8 ins.	.65
8 to 10 ins., B&B	.80
10 to 12 ins.	1.00
NOTE: Also small quantities of Cavalier, Corydon, Christmas Cheer, Coral Bells, Glory, Illusion, Kaempferi, Prudence, Snow and Treasure.	
Juniperus conferta (Shore Juniper)	
12 to 15 ins., B&B	1.10
Juniperus virginiana burki	
2 to 3 ft., B&B	2.00
Juniperus virginiana canaeri	
2 to 3 ft., B&B	2.00
Juniperus chinensis pfitzeriana — Pfitzer and Blue	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
Juniperus chinensis compacta (Compact Pfitzer Juniper)	
12 to 15 ins., B&B	1.10
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50

LOOK at these specials, anything for a buck—\$1.00—in this group. Your choice of items and sizes — surplus, first-class, healthy B&B stock — 30,000 conifers represented in this special.

Berckmans Golden Arborvitae	
15 to 18 ins., 18 to 24 ins., 24 to 30 ins.	
Baker Arborvitae	
24 to 30 ins., 3 to 3 1/2 ft.	
Bonita Arborvitae	
15 to 18 ins., 18 to 24 ins.	
American Globe Arborvitae	
15 to 18 ins., 18 to 24 ins.	
Elegantissima Arborvitae , 18 to 24 ins.	
Pfitzer Juniper , 12 to 18 ins.	
Fastigiata Juniper , 3 to 4 ft.	
Greek Juniper	
15 to 18 ins., 18 to 24 ins., 24 to 30 ins.	
Savin Juniper , 15 to 18 ins.	
Hetzi Juniper	
15 to 18 ins., 18 to 24 ins.	
Kiyoni Juniper , 4 to 5 ft.	
Polish Juniper , 3 to 4 ft.	

Yes, we've gone crazy, but have to sacrifice these perfect conifers. That's right, any size you want in the above list for \$1.00, our loss, your gain.

Juniperus chinensis compacta, Nick's	Each
12 to 15 ins., B&B	\$1.10
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
Juniperus horizontalis plumosa (Andorra Juniper)	
12 to 15 ins., B&B	1.10
15 to 18 ins., B&B	1.25
Mugho Pine	
10 to 12 ins., T., B&B	1.50
12 to 15 ins., T., B&B	2.00
Norway Spruce	
15 to 18 ins., T., B&B	1.50
18 to 24 ins., T., B&B	1.75
Taxus cuspidata	
15 to 18 ins., B&B	2.00
Thuja occidentalis woodwardi, Globe	
12 to 15 ins., B&B	1.00

LINERS

Field-grown and bedded liners — liberal grades — packed right. The very best to be found — try them, they'll make you money!

Gardenia radicans	Per 100
8 to 12 ins., T.	\$12.50
Ilex crenata bullata (convexa)	
6 to 12 ins., T.	12.50
Ilex crenata rotundifolia	
6 to 12 ins., T.	12.50
Ilex opaca, female	
8 to 12 ins., field-grown	20.00
Biota aurea nana (Berckmans Golden Arborvitae)	
8 to 12 ins., T.	15.00
8 to 12 ins., TT., field-grown, heavy	20.00
Biota Bonita (Bonita Arborvitae)	
8 to 12 ins., T.	15.00
Juniperus pfitzeriana (Pfitzer Juniper)	
6 to 12 ins., field-grown	15.00
Juniperus, Pfitzer Compact	
6 to 8 ins., 1-yr., field-grown	15.00
8 to 12 ins., 2-yr., field-grown, heavy	20.00
Juniperus excelsa stricta (Greek Juniper)	
6 to 12 ins., 1-yr., field-grown	10.00
Juniperus fastigiata (Improved Irish Juniper)	
6 to 8 ins., 1-yr., field-grown	10.00
8 to 12 ins., 2-yr., field-grown	12.50
12 to 18 ins., jumbo, field-grown	15.00
Juniperus glauca hetzi	
6 to 12 ins., 1-yr., field-grown	10.00
10 to 15 ins., 2-yr., field-grown	15.00
12 to 18 ins., 3-yr., TT., field-grown, extra-heavy	20.00
Juniperus horizontalis plumosa (Andorra Juniper)	
6 to 12 ins., 1-yr., field-grown	12.00
8 to 12 ins., 2-yr., field-grown	15.00

Also many conifers, broad-leaves, flowering and shade trees, flowering shrubs and liners in small quantities not listed.



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Growers of Quality Nursery Stock Since 1922

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FINISHED STOCK

BROAD-LEAVED EVERGREENS

	Each Per	Each Per
Abelia grandiflora (Glossy Abelia)		
15 to 18 ins., B&B	\$0.80	\$0.75
18 to 24 ins., B&B	.95	.90
3 to 4 ft., B&B	2.00	1.75
Berberis julianae (Evergreen Barberry)		
15 to 18 ins., B&B	1.75	1.50
18 to 24 ins., B&B	2.00	1.75
2 to 2½ ft., B&B	2.50	2.25
Berberis mentorensis (Mentor Barberry)		
3 to 4 ft., B&B	1.25	1.00
Buxus sempervirens (Boxwood), heavy sheared specimens		
21 to 24 ins., B&B	3.25	3.00
24 to 27 ins., B&B	4.25	4.00
27 to 30 ins., B&B	5.25	5.00
Buxus sempervirens pyramidalis (Pyramidal American Boxwood)		
18 to 21 ins., B&B	3.00	....
24 to 27 ins., B&B	4.00	....
27 to 30 ins., B&B	5.00	....
30 to 33 ins., B&B	6.00	....
Euonymus patens (Spreading Euonymus)		
18 to 24 ins., B&B	1.75	1.50
2 to 2½ ft., B&B	2.00	2.00
2½ to 3 ft., B&B	2.75	2.50
Ilex cornuta burfordi (Burford Holly)		
15 to 18 ins., B&B	2.75	....
18 to 24 ins., B&B	3.25	3.00
24 to 30 ins., B&B	4.25	....
Ilex cornuta burfordi femina (Female Burford Holly)		
15 to 18 ins., B&B	2.75	2.50
18 to 24 ins., B&B	3.25	....
Ilex crenata (Japanese Holly)		
2 to 3 ft., B&B	3.00	....
3 to 4 ft., B&B	4.00	....
4 to 5 ft., B&B	6.00	....
Ilex crenata convexa (bullata) (Convex-leaved Holly)		
15 to 18 ins., B&B	2.25	2.00
18 to 24 ins., B&B	2.75	2.50
2 to 2½ ft., B&B	3.75	3.50
Ilex crenata rotundifolia (Round-leaved Japanese Holly)		
15 to 18 ins., B&B	2.00	1.75
18 to 24 ins., B&B	2.25	2.00
2 to 2½ ft., B&B	2.75	2.50
2½ to 3 ft., B&B	3.75	....
Ilex crenata (Bennett Hybrids)		
2 to 2½ ft., B&B	3.00	....
2½ to 3 ft., B&B	4.00	....
Laurocerasus reynviani (New Laurel)		
18 to 24 ins., B&B	2.75	2.50
2 to 2½ ft., B&B	3.00	2.75
Laurocerasus zabeliana (Zabel Laurel), very heavy specimens		
3 to 3½ ft., B&B	5.00	4.50
Mahonia bealei (Japanese Holly Grape)		
15 to 18 ins., B&B	1.75	....
18 to 24 ins., B&B	2.00	....
Nandina domestica (Heavenly Bamboo)		
18 to 24 ins., B&B	1.50	....
2 to 2½ ft., B&B	1.75	....
2½ to 3 ft., B&B	2.00	....
Viburnum rhytidophyllum (Evergreen Snowball)		
18 to 24 ins., B&B	2.00	1.75
2 to 2½ ft., B&B	2.25	2.00
2½ to 3 ft., B&B	2.75	2.50

CONIFEROUS EVERGREENS

	Each Per	Each Per
Abies concolor (Concolor Fir)		
18 to 24 ins., B&B	\$3.00	....
2 to 2½ ft., B&B	3.50	....
2½ to 3 ft., B&B	4.00	....
Chamaecyparis filifera (Thread Retinospora)		
2 to 3 ft., B&B	3.00	\$2.50
3 to 4 ft., B&B	4.00	3.50
4 to 5 ft., B&B	6.00	....
Chamaecyparis pisifera compacta nana (New Dwarf Retinospora)		
8 to 10 ins., B&B	2.25	2.00
10 to 12 ins., B&B	2.50	2.25
Chamaecyparis plumosa (Plume Retinospora)		
3 to 4 ft., B&B	3.00	2.50
4 to 5 ft., B&B	4.00	3.50
Chamaecyparis plumosa aurea (Golden Plume Retinospora)		
2½ to 3 ft., B&B	2.25	2.00
3 to 3½ ft., B&B	2.75	2.50
3½ to 4 ft., B&B	3.00	2.75
4 to 5 ft., B&B	4.00	3.50
Chamaecyparis squarrosa veitchii (Silver Moss Retinospora)		
2½ to 3 ft., B&B	2.50	....
3 to 4 ft., B&B	3.00	2.75
4 to 5 ft., B&B	4.00	3.75
5 to 6 ft., B&B	5.00	4.75
Juniperus chinensis pfitzeriana (Pfitzer Juniper)		
12 to 15-in. spread, B&B	1.50	1.25
15 to 18-in. spread, B&B	2.00	1.75
18 to 24-in. spread, B&B	2.50	2.25
2 to 2½-ft. spread, B&B	3.00	2.75
2½ to 3-ft. spread, heavy sheared specimens	4.00	3.75
heavy sheared specimens	6.00	5.50
Juniperus communis ashfordi (Ashford Juniper)		
3 to 4 ft., B&B	3.50	3.00
4 to 5 ft., B&B	4.50	4.00
Juniperus glauca hetzi (Hetzi Juniper)		
15 to 18-in. spread, B&B	2.00	1.75
18 to 24-in. spread, B&B	2.50	2.25
2 to 2½-ft. spread, B&B	3.00	2.75
2½ to 3-ft. spread, B&B	4.00	3.75
3 to 4-ft. spread, B&B	5.00	4.75
4 to 5-ft. spread, B&B	7.00	....
5 to 6-ft. spread, B&B	8.00	....
Picea excelsa (Norway Spruce)		
2 to 3 ft., B&B	3.00	....
3 to 4 ft., B&B	4.50	....
4 to 5 ft., B&B	5.00	....
Pinus sylvestris (Scotch Pine)		
18 to 24 ins., B&B	2.50	2.25
2 to 2½ ft., B&B	3.00	2.75
2½ to 3 ft., B&B	3.50	3.25
3 to 3½ ft., B&B	4.00	....
Pseudotsuga douglasii (Douglas Fir)		
18 to 24 ins., B&B	2.50	....
2 to 2½ ft., B&B	3.00	....
2½ to 3 ft., B&B	3.50	....
Taxodium distichum (Common Bald Cypress)		
3 to 4 ft., B&B	2.50	....
4 to 5 ft., B&B	3.00	....
5 to 6 ft., B&B	4.00	....

	Each Per	Each Per
Taxus media hicksii (Hicks Yew)		
15 to 18 ins., B&B	\$3.25	\$3.00
18 to 24 ins., B&B	3.50	3.25
2 to 2½ ft., B&B	4.50	4.25
2½ to 3 ft., B&B	6.00	5.75
3 to 3½ ft., B&B	7.50	7.25
3½ to 4 ft., B&B	9.00	8.75
4 to 4½ ft., B&B	10.00	....
Taxus media hatfieldii (Hatfield Yew)		
18 to 24 ins., B&B	3.50	3.25
2 to 2½ ft., B&B	4.50	4.25
2½ to 3 ft., B&B	6.00	5.75
3 to 3½ ft., B&B	7.50	7.25
3½ to 4 ft., B&B	9.00	8.75
4 to 4½ ft., B&B	10.00	9.75
Taxus halloranii (Halloran Yew)		
15 to 18 ins., B&B	4.00	....
18 to 24 ins., B&B	5.00	....
2 to 2½ ft., B&B	7.00	....
Taxus stuartii (Stuart's Spreading Yew)		
15 to 18 ins., B&B	3.75	....
18 to 24 ins., B&B	4.75	....
2 to 2½ ft., B&B	5.25	....
Thuja compacta erecta (Upright Globe Arborvitae)		
3 to 3½ ft., B&B	4.00	3.75
3½ to 4 ft., B&B	4.50	....
Thuja occidentalis ellwangeriana (Ellwanger's Arborvitae)		
18 to 24 ins., B&B	2.50	2.25
2 to 2½ ft., B&B	3.00	2.75
2½ to 3 ft., B&B	3.50	3.25
Thuja occidentalis globosa (Globe Arborvitae)		
12 to 15 ins., B&B	1.25	1.00
15 to 18 ins., B&B	1.50	1.25
18 to 24 ins., B&B	1.75	1.50
2 to 2½ ft., B&B	2.25	2.00
2½ to 3 ft., B&B	2.75	2.50
Thuja occidentalis pyramidalis (Pyramidal Arborvitae)		
18 to 24 ins., B&B	1.50	1.25
2 to 2½ ft., B&B	1.75	1.50
2½ to 3 ft., B&B	2.25	2.00
3 to 3½ ft., B&B	2.75	2.50
3½ to 4 ft., B&B	3.25	3.00
Thuja occidentalis wareana (Siberian Arborvitae)		
15 to 18 ins., B&B	1.50	....
18 to 24 ins., B&B	1.75	1.50
2 to 2½ ft., B&B	2.25	2.00
Thuja orientalis aurea nana (Berkmans Golden Arborvitae)		
18 to 24 ins., B&B	1.75	1.50
Thuja orientalis Bonita (Chinese Arborvitae)		
2½ to 3 ft., B&B	2.25	2.00
Tsuga canadensis (Canadian Hemlock)		
2 to 2½ ft., B&B	3.00	....
2½ to 3 ft., B&B	3.25	3.00
3 to 3½ ft., B&B	3.75	3.50
3½ to 4 ft., B&B	4.75	4.50
4 to 5 ft., B&B	6.25	6.00

cial hour was held, and then the members enjoyed a dinner. During the meal, three 4-H Club award winners were presented by Rudy Favretti, extension home grounds specialist, University of Connecticut. These C. N. A.-sponsored awards are made annually to the winners in the 4-H home grounds beautification contest. Suitably engraved plaques were presented to contest winners Maryann Krupien, Bethany; Karen Kosko, Naugatuck, and Joyce Abate, Ansonia.

The after-dinner speaker was Col. Warren J. Kennedy. Using the topic "60,000 Headaches," he told of his experiences in World War II, which ranged from infantry officer to commander of a large P. O. W. camp on the Cherbourg peninsula. In the latter capacity he encountered many unusual situations, both pathetic and humorous, which he related in an entertaining manner.

At the beginning of the afternoon program, Kenneth A. Bradley, associate professor of nursery manage-

ment, University of Connecticut, introduced the winners of the 1960 C. N. A. scholarship awards. They were Kenneth Chambers, Hamden, a nursery management student in the Ratcliffe Hicks school of agriculture, and Benjamin Greaves, Weston, a senior majoring in the landscape nursery field in the college of agriculture.

Reports Industry Growth

Jay S. Kothe, extension ornamental horticulturist at the University of

SHADE AND FLOWERING TREES

Acer palmatum atropurpureum (Japanese Blood-leaved Maple)	Each Per 10	Betula alba laciniata (Cut-leaved Weeping Birch)	Each Per 10	Fraxinus americana (White Ash)	Each Per 10
15 to 18 ins., B&B	\$ 2.50	8 to 10 ft., B.R.	\$ 5.00	6 to 8 ft., B.R.	\$ 2.50
18 to 24 ins., B&B	3.00	10 to 12 ft., B.R.	7.50	8 to 10 ft., B.R.	3.00
2 to 2½ ft., B&B	3.50	12 to 14 ft., B.R.	10.00	Gleditsia triacanthos inermis (Thornless Honey Locust)	
Acer platanoides (Norway Maple)		Betula alba, clumps (White Clump Birch), 2 or more branches.		5 to 6 ft., B.R.	2.50
6 to 8 ft., B.R.	3.00	6 to 8 ft., B.R.	4.50	6 to 8 ft., B.R.	3.50
8 to 10 ft., B.R.	4.00	8 to 10 ft., B.R.	6.00	8 to 10 ft., B.R.	5.00
1½ to 2-in. cal., B.R.	7.50	Castanea mollissima (Chinese Chestnut)		Koeleria paniculata (Golden-Rain or Varnish Tree)	
2 to 2½-in. cal., B.R.	10.00	6 to 8 ft., B.R.	4.00	4 to 5 ft., B.R.	3.00
2½ to 3-in. cal., B.R.	14.00	8 to 10 ft., B.R.	6.00	5 to 6 ft., B.R.	4.25
Acer platanoides schwedleri (Schwedler Maple)		Cercis canadensis (Redbud)		6 to 8 ft., B.R.	5.50
6 to 6 ft., B.R.	3.00	5 to 6 ft., B.R.	2.00	8 to 10 ft., B.R.	6.50
6 to 8 ft., B.R.	4.00	6 to 8 ft., B.R.	3.00	Prunus Kwanzan (Upright Japanese Flowering Cherry)	
Acer platanoides schwedleri nigra (Crimson King Maple)		Chionanthus virginicus (White Fringe Tree)		4 to 5 ft., B.R.	4.00
6 to 8 ft., B.R.	6.00	18 to 24 ins., B.R.	1.00	5 to 6 ft., B.R.	5.00
Acer saccharum (Sugar Maple)		2 to 3 ft., B.R.	1.50	Quercus palustris (Pin Oak)	
6 to 8 ft., B.R.	4.00	3 to 4 ft., B.R.	2.00	6 to 8 ft., B.R.	4.00
8 to 10 ft., B.R.	5.00	4 to 5 ft., B.R.	2.50	8 to 10 ft., B.R.	6.00
1½ to 2-in. cal., B.R.	10.00	Cornus florida rubra (Pink-flowering Dogwood)		1½ to 2-in. cal., B.R.	10.00
2 to 2½-in. cal., B.R.	12.00	4 to 5 ft., B&B	4.00	2 to 2½-in. cal., B.R.	12.00
2½ to 3-in. cal., B.R.	14.00	5 to 6 ft., B&B	5.00	2½ to 3-in. cal., B.R.	14.00
Betula alba (European White Birch)		6 to 8 ft., B&B	7.00	Ulmus pumila (Chinese Elm)	
2 to 2½-in. cal., B.R.	7.50	8 to 8 ft., B.R.	4.00	6 to 8 ft., B.R.	2.00
2½ to 3-in. cal., B.R.	10.00	8 to 10 ft., B.R.	5.00	8 to 10 ft., B.R.	3.00
3 to 4-in. cal., B.R.	15.00				

Write for schedule of B&B changes if interested in having shade and flowering trees balled and burlapped.

BROAD-LEAVED EVERGREENS

Berberis mentorensis (Mentor Barberry)	Per 100	Illex opaca East Palatka (Hybrid American Holly)	Per 100	Per 1000
2½-in. pots	\$12.50	2-in. pots	\$20.00	\$185.00
Buxus sempervirens (Boxwood)		Laurocerasus caroliniana (Carolina Cherry Laurel)		
2½-in. pots	15.00	2½-in. pots	15.00	
Buxus Glencoe Gardens , dwarf (Dwarf Boxwood)		3-in. pots	22.50	
2½-in. pots	20.00	Laurocerasus schipkaensis (Schipka Laurel)		
Elaeagnus rotundifolia (Round-leaved Elaeagnus)		3-in. pots	22.50	200.00
2½-in. pots	17.50	Laurocerasus zabeliana (Zabel Laurel)		
Euonymus pulchellus nanus (Dwarf Euonymus)		2½-in. pots	22.50	
2½-in. pots	17.50	Nandina domestica (Heavenly Bamboo)		
Illex cornuta (Chinese Holly)		2½-in. pots	17.50	
2½-in. pots	20.00	Pieris japonica (Japanese Andromeda)		
2½-in. pots	22.50	3-in. pots	22.50	
Illex cornuta burfordi (Burford Holly)		Pyraecantha lalandi (Laland Fire Thorn)		
2½-in. pots	18.50	3-in. pots	22.50	
2½-in. pots	20.00	Stranvaesia davidiana (Chinese Stranvaesia)		
Illex crenata convexa (bullata) (Convex-leaved Holly)		3-in. pots	22.50	
2½-in. pots	17.50	Viburnum rhytidophyllum (Evergreen Viburnum)		
Illex crenata Glass		2½-in. pots	22.50	
2½-in. pots	20.00			
Illex crenata helleri (Dwarf Japanese Holly)		FLOWERING SHRUBS		
2½-in. pots	20.00	Jasminum floridum (Showy Jasmine)		
Illex crenata microphylla (Little-leaved Japanese Holly)		2½-in. pots	15.00	
2½-in. pots	20.00	Deutzia gracilis (Dwarf Deutzia)		
Illex crenata repandens (Spreading Japanese Holly)		2½-in. pots	15.00	
3-in. pots	22.50	2-YR. BEDDED LINERS		
3-in. pots	200.00	Illex crenata convexa (Convex-leaved Holly)		
Illex crenata rotundifolia (Round-leaved Japanese Holly)		4 to 5-in. spread	22.50	200.00
2½-in. pots	17.50	Illex crenata repandens (Spreading Japanese Holly)		
Illex crenata (Bennett Hybrids)		4 to 5-in. spread	22.50	200.00
2½-in. pots	17.50			

We never forget that a satisfied customer is our most valuable asset. We always grade liberally, dig properly, pack carefully and make every effort to please our clientele. Pay us a visit. You are always welcome, for we like to show our stock. Send your truck or we can arrange trailer truck delivery at 40c per mile one way. Terms: 2% 10 days or 30 days net, to those of approved credit.

WOOD-HOWELL NURSERIES, INC.

Telephone: North 9-6741

3-YR. BEDDED LINERS

Abelia grandiflora (Glossy Abelia)	Per 100	Per 1000
18 to 24 ins.	\$50.00	\$450.00
Berberis julianae (Evergreen Barberry)		
12 to 15 ins.	35.00	325.00
Illex cornuta (Chinese Holly)		
10 to 12 ins.	30.00	275.00
Illex crenata convexa (Convex-leaved Holly)		
8 to 10 ins.	30.00	275.00
Illex crenata repandens (Spreading Japanese Holly)		
8 to 10 ins.	30.00	275.00
Illex crenata rotundifolia (Round-leaved Japanese Holly)		
8 to 10 ins.	30.00	275.00
Illex crenata (Bennett Hybrids)		
8 to 10 ins.	30.00	275.00

CONIFEROUS EVERGREENS

Juniperus glauca hetzi (Hetzi Juniper)	2½-in. pots	17.50	150.00
Juniperus horizontalis plumosa (Andorra Juniper)	2½-in. pots	17.50	
Taxus cuspidata capitata (Pyramidal Yew), seedlings	2½-in. pots	20.00	185.00
Taxus densiformis (Dense Yew)	2½-in. pots	20.00	185.00
Taxus media hicksi (Hicks Yew)	2½-in. pots	20.00	185.00

CONIFEROUS EVERGREENS

Thuja globosa (Globe Arborvitae)	10 to 12 ins.	50.00	450.00
Thuja pyramidalis (Pyramidal Arborvitae)	18 to 24 ins.	60.00	550.00

4461 Lee Highway

Bristol, Va.

Connecticut, reported on the growth of the nursery industry within the state during the past 10 years. He pointed out that, according to census figures for 1959 as compared with those of 1949, the total Connecticut sales of ornamental nursery plants increased by 45 per cent, or from \$2.3 million to \$3.3 million.

The biggest gain was in coniferous evergreens, which doubled in sales during the 10-year period. In the 1959 census, this group of plants accounted for about two thirds of total

sales of all ornamental nursery plants grown in Connecticut.

Reporting on nursery inspection for the past year, state entomologist Neely Turner of the Connecticut agricultural experiment station, New Haven, said that a total of 5,422 acres were inspected, representing 592 nurseries. A total of 241 dealer's certificates were issued last year.

James Vanicek, Rhode Island Nurseries, Newport, R. I., speaking on behalf of the market development and publicity committee of the Amer-

ican Association of Nurserymen, outlined five particular areas in which this committee has been most active during the past year. These were highway landscaping, city beautification, industrial landscaping, indoor landscaping and market development.

He discussed various principles involved in marketing nursery products and urged individual nurserymen to utilize the publicity sponsored by the A. A. N. in the development of their own programs. He urged promotion

WESTERN MAINE Forest Nursery Co.



Growers of hardy, guaranteed-to-live

TRANSPLANTED EVERGREENS

TRANSPLANTS

	Per 1000
Douglas Fir, 4-yr. transplants (2-2), 6 to 12 in.	\$ 70.00
Douglas Fir, 3-yr. transplants (2-1), 3 to 6 in.	65.00
Scotch Pine (Austrian Hill) 3-yr. transplants (2-1), 4 to 10 in.	60.00
Scotch Pine (Spanish), 3-yr. transplants (2-1), 4 to 10 in.	60.00
White Pine, 4-yr. transplants (2-2), 6 to 10 in.	75.00
Colorado Blue Spruce, 5-yr. transplants (2-3), 8 to 15 in.	140.00
Norway Spruce, 6-yr. transplants (2-3), 8 to 15 in.	80.00
Norway Spruce, 4-yr. transplants (2-2), 6 to 12 in.	70.00
White Spruce, 4-yr. transplants (2-2), 5 to 10 in.	70.00

SEEDLINGS (Not Guaranteed)

Douglas Fir, 4-yr. seedlings (4-0), 6 to 12 in.	30.00
Douglas Fir, 3-yr. seedlings (3-0), 3 to 6 in.	25.00
Fraser Fir, 3-yr. seedlings (3-0), 3 to 6 in.	30.00
Japanese Black Pine, 3-yr. seedlings (3-0), 5 to 10 in.	30.00
Norway Red Pine, 3-yr. seedlings (3-0), 4 to 8 in.	25.00
Scotch Pine (Austrian Hill), 3-yr. seedlings (3-0), 10 to 15 in.	25.00
Scotch Pine (North German), 3-yr. seedlings (3-0), 8 to 12 in.	20.00
White Pine, 3-yr. seedlings (3-0), 5 to 10 in.	30.00
Colorado Blue Spruce, 3-yr. seedlings (3-0), 5 to 10 in.	40.00
Norway Spruce, 3-yr. seedlings (3-0), 3 to 5 in.	25.00
White Spruce, 3-yr. seedlings (3-0), 4 to 8 in.	25.00
European Larch, 3-yr. seedlings (3-0), 6 to 10 in.	25.00

TERMS

Cash with order; or one-half cash with order, balance C.O.D. All prices F.O.B. Fryeburg, Maine, net; no discounts. 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind, ask for retail price list. No extra charge for boxes or packing.

OUR GUARANTEE

90 PER CENT OF ALL TRANSPLANTS SOLD at regular wholesale prices as quoted in this list are guaranteed to live. Replacements will be made free of charge for any losses in excess of 10 per cent of the number purchased, provided we are notified of such losses by October 1, 1961. (Seedlings not guaranteed.)

If they are grown in Maine they will grow anywhere. Several other varieties of transplants available.

Write or phone for complete list of stock.



Harold Eastman

Dept. AN211

WESTERN MAINE Forest Nursery Co.

Fryeburg, Maine



Harry Eastman

Telephone: Webster 5-2165

Imperial Nurseries

DIVISION A.S.T. CORPORATION

P. O. Box 1000

East Hartford, Conn.

Connecticut Valley Grown for Quality

Prunus Thundercloud, 5 to 6 ft.	\$2.00
Prunus Kwanzan, 5 to 6 ft.	3.00
Prunus persica rubra, 4 to 5 ft.	1.50
Prunus pendula, 5 to 6 ft.	3.50
Hawthorn, Paul's Scarlet, 5 to 6 ft.	4.00
Laburnum vossi, 6 to 8 ft.	3.00

Nurseries at Pigeon Hill Rd., Windsor, Conn.



When you look for Euonymus—
LOOK for the EMERALD!
CORLISS BROS., INC. Ipswich, Mass.

"Treat's Trees" TAXUS

BOLTON EVERGREEN NURSERIES
R. F. D. No. 2 Manchester, Conn.
Phone: Mitchell 9-2377

of the phrase "garden living" (rather than the older phrase "outdoor living") to emphasize interest in plants and grounds.

William Green, landscape division, Connecticut highway department, extended greetings to the group from Connecticut highway commissioner Howard S. Ives. He summarized the objectives of highway landscaping in the state and welcomed C. N. A. members to the highway landscape office and to make suggestions for plant materials suitable for highway planting.

Jack Shore, J. Shore & Co., Chelsea, Mass., chairman of the exhibit committee for the New England Nurserymen's Association meeting at Boston, announced that, inasmuch as this is the 50th anniversary meeting of the N. E. N. A., special exhibits are planned.

SHERMAN APPOINTMENTS

Richard J. Cashman, chairman of the board and chief executive officer, recently announced the appointment of C. C. Smith as president of the Sherman Nursery Co., Charles City, Ia. He will serve with the other corporate officers, M. W. Swartz, treasurer, and Helen L. Cashman, secretary.

A Sherman employee for over 48 years, Mr. Smith started as assistant bookkeeper, was named secretary in 1925 and has held the position of vice-president since 1947. He has been active in trade and professional groups, having served as president of the Western Association of Nurserymen, the Iowa Nurserymen's Association and the Iowa State Horticultural Society.

Also announced by Mr. Cashman was the appointment of Leo J. Girard as general manager of Cashman Greenhouses, Inc., a subsidiary firm founded in 1959 to handle the nursery's expanding production of flowering pot plants, foliage plants and miscellaneous cut flowers. Mr. Girard was formerly manager of the retail stores division of the Berry Seed Co., Clarinda, Ia.

IOWA GROUP ELECTS

Earl Butz, Butz Landscaping & Garden Center, Des Moines, Ia., was elected president of the Des Moines Landscape and Nurserymen's Association at the November meeting of the group. Others elected for 1-year terms were Herb Nelson, vice-president; Paul Dunlap, Paul Dunlap Landscape Service, secretary-treasurer, and Phil Johnson, Phil Johnson Greenhouse, program chairman.

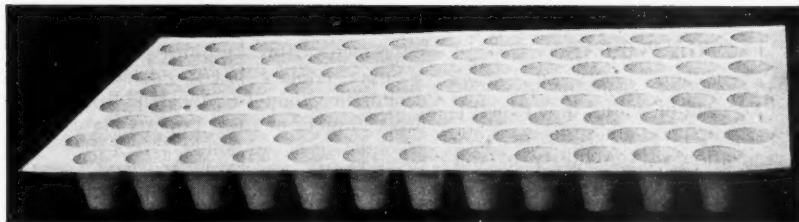
Now! MULTIPOT (Pat. Pending)

Radically Reduces Labor of Plant Growing!

Produces Better Plants at Lower Cost

The Secret of Multipot . . .

a flexible plastic tray with molded-in, pot-shaped depressions. Plastic is extra smooth for easy plant removal and is water and airtight to prevent the evaporative cooling of pot roots which can stunt growth. Drain



hole in base of each pot. Trays are all 12x22 inches in size and are available with choice of pot sizes from 1 1/4 inches to 2 3/4 inches. There are 24 to 100 pots per sheet depending

on size of pot. Multipots are completely durable. Use them over and over again; they should last 3 or more years in average service. Unharmful by chemical sterilization.

Look at These Advantages:

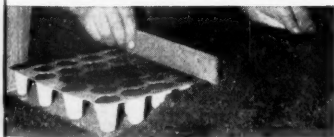
PRODUCE MORE. Get 50% more cuttings in same space.

PRODUCE FASTER. Plastic keeps roots warmer for faster growth.

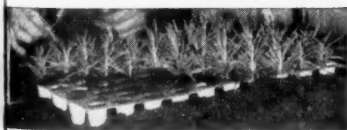
EASIER TO USE . . .



Simply heap on soil, then . . .

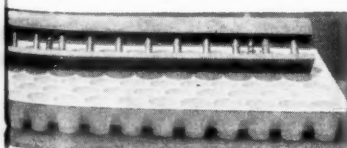


Level off soil with board and . . .



Plant individual cuttings. And that's all you do.

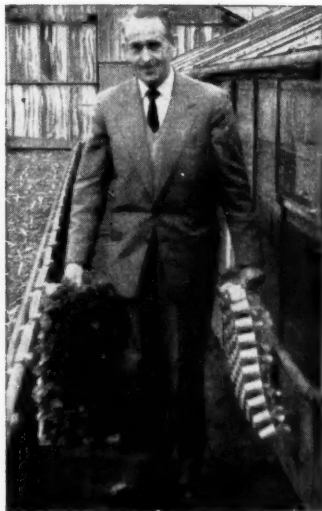
To make planting even easier and faster, use the Multiple Dibber shown below. Just press it over tray with points in line with pots. Presto! A whole row of holes in the time it ordinarily takes to make one!



CHICAGO 6
601-609 W. Jackson Blvd.
Phone: Franklin 2-7560

● **SAVE SOIL.** You use only 1/5 as much!

● **SAVE SPACE** formerly wasted with pots and flats storage.



84% LIGHTER!

You can easily carry a filled tray in each hand! Saves labor, time—money!

● **PROTECT ROOTS.** So smooth you remove plants without damaging a hair.

● **RINSE CLEAN WITH WATER.** Smooth, poreless plastic needs no scrubbing.



RUGGED AND STRONG

Note how tray bends but does not break when held completely filled at its most fragile angle.

MULTIPOT SIZES AND PRICES

S-1721A M-35—100, 1 1/4-in. Pots per tray
S-1721B M-40— 77, 1 1/2-in. Pots per tray
S-1721C M-50— 54, 2-in. Pots per tray
S-1721D M-70— 27, 2 3/4-in. Pots per tray

20 Trays per Case Prices (all sizes)

1-9 Cases \$25.00 Per Case
10-24 Cases 22.50 Per Case
25 Cases Up 20.00 Per Case

S-1074 MULTIPLE DIBBER for each size tray \$2.50, Postpaid. **State size.**

Add 5% for delivery in Washington, Oregon, California, Utah, Nevada, Arizona, Idaho, Alaska, and Hawaii.
Prepaid to all states except Alaska and Hawaii.

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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

THE POPLARS

Nurserymen as a group have long been accused of selling that which is easy to propagate and quick to grow. A realization of the falsity of this accusation and of how far progress has been made away from such a tendency can be found in the growing and selling of poplars. An examination of nursery catalogs will show that they are rarely grown and that the number of species and varieties is few.

In the humid east they are rarely offered or used; even in the west, where their adaptability to arid conditions makes them important, the offerings in catalogs seem to be few, with little emphasis paid them.

The poplars are a large genus of trees of some 30 species, characterized by their quick growth and large size, with soft, weak wood. They propagate easily from suckers (which are often a nuisance) and hardwood cuttings; it is even said that cottonwood fence posts will root.

The tendency of the roots to search for water makes them a hazard near private sewer lines. Their quick growth makes them undesirable street trees, as they will heave sidewalks, and their soft wood makes them a hazard to homes and utilities. The flowers are also a nuisance, the cotton of the staminate flowers particularly so, although this fault can be avoided by propagating selected plants.

These are the trees' bad qualities, but there are also some good qualities. Perhaps, in an effort not to take advantage of customers, nurserymen have gone to extremes in the offer of this plant.

Poplars Are Landscape Asset

Actually, the landscape nurseryman is sorely in need of another Lombardy poplar. Of all the fastigate trees, this one has the finest character, and in the landscape, produces an effect that no other tree can. Its tall, willowy gracefulness cannot be duplicated. Unfortunately, it is not only softwooded, but also subject to canker. (It has been said facetiously that it is the tree which is paid for twice—once when it is planted, then again in about 10 years, when it must be grubbed out.) There are substitutes, such as *P. simoni*, but

none seem to fill the bill completely.

Some poplars have considerable economic value. In Maryland there are a number of silver poplars planted on lawns of old homes. Often they reach great age and size, with a 6-foot diameter, and are of value to the property. They also will often bring a good price for furniture. The bole of the tree is dug out and sliced for veneer, making an attractive curly-grained wood. This and other poplars are widely used for the thin veneer used in making small fruit and vegetable baskets.

Another poplar of interest is the quaking aspen, which, when used sparingly on the open lawn, can be quite attractive.

While I have not grown any poplars in my nursery, I will admit I can visualize more than one use for them. Aside from the need for a good fastigate tree there are other uses. The poplar, like the willow, does well

when associated with water—streams and ponds—and would look well in a natural setting. A good deal of my own work is done on fairly large rural areas, and often the owner wants quick-growing shade and a quick-growing screen planting for privacy. The use of poplars to go along with pines, cedars and certain other deciduous trees would do the job more quickly.

Fast Growth May Be Advantage

Another angle to be considered is perhaps peculiar to my clientele. Many of these persons are those who have been successful and are now retired. Obviously their ownership will not average more than 10 years, and, while it is easy enough to say they should plant for posterity, their desire for quick shade and other effects is sensible.

While it is not about poplars, another indication of a philosophical change is pertinent: Some years ago the town of Easton, Md., passed an ordinance against planting trees between curb and sidewalk because of the damage done. Recently it was realized that as trees died, the town was losing its charm and beauty. Now pin oaks are being planted in the narrow grass strip, with the



from seed to tree . . .

LANDSCAPE CONIFERS

Black is for sadness,

Gold is for greed,

White is for virtue,

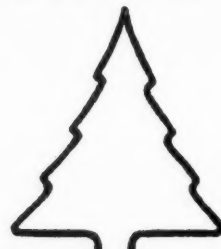
Red is take heed.

Purple's for grieving,

Blue is for glee,

But nature's best color

Is the green of a tree.



**SHEERLUND
®
FORESTS**

Reading, R.D. 1, Pa.
3 Miles South of Reading on Route 73

FIELD-GROWN LINING-OUT STOCK

Transplanted stock grown in open field beds.

	Each 100 rate	Each 1000 rate		Each 100 rate	Each 1000 rate		Each 100 rate	Each 1000 rate
Abies concolor (Concolor Fir)			Ilex crenata helleri , very dwarf			Pyracantha cocc. lalandi (Fire Thorn)		
4 to 6 ins., 4-yr., T.	\$0.30	\$0.20	4 to 6 ins., 3-yr., T.	\$0.38	...	4 to 6 ins., 2-yr., T.	\$0.28	\$0.25
6 to 8 ins., 5-yr., T. ....	.35	.25	6 to 8 ins., 4-yr., T. ....	.45	...	6 to 8 ins., 2-yr., T. ....	.32	.30
10 to 15 ins., 5-yr., T. ....	.45	.38	8 to 10 ins., 4-yr., T. ....	.75	...	8 to 10 ins., 2-yr., T. ....	.38	.35
Azalea kaempferi (Flame Azalea)			10 to 12 ins., 5-yr., T. ....	.90	...	10 to 12 ins., 3-yr., T. ....	.40	.38
2 to 4 ins., 2-yr., T. ....	.25	.22	Ilex rotundifolia (Round-leaved Holly)			12 to 18 ins., 3-yr., T. ....	.50	.45
6 to 8 ins., 3-yr., T. ....	.30	.28	8 to 10 ins., 2-yr., T. ....	.35	\$0.30	Quercus palustris (Pin Oak)		
Azalea Ghent Hybrid , mixed pastels			10 to 12 ins., 3-yr., T. ....	.40	.35	4 to 6 ins., 1-yr., S. ....	.10	.08
2 to 4 ins., 2-yr., T. ....	.20	.18	12 to 15 ins., 4-yr., T. ....	.50	.45	Rhododendron Hybrid ,		
4 to 6 ins., 2-yr., T. ....	.25	.22	12 to 15 ins., 5-yr., T., heavy	.65	.60	seed; from red stock.		
Azalea mollis (Chinese Azalea)			15 to 18 ins., 6-yr., T., field	1.00	.90	3 to 5 ins., 3-yr., T. ....	.35	.32
2 to 4 ins., 2-yr., T. ....	.12	.10	Juniper Andorra (Purple Andorra)			4 to 6 ins., 4-yr., T. ....	.45	.42
3 to 5 ins., 3-yr., T. ....	.20	.18	4 to 6 ins., 1-yr., T. ....	.22	.20	5 to 8 ins., 4-yr., T. ....	.55	.48
5 to 8 ins., 3-yr., T., field.	.25	.22	6 to 8 ins., 1-yr., T. ....	.28	.25	8 to 10 ins., 4-yr., T. ....	.85	...
Azalea mucronulata , lavender			8 to 10 ins., 3-yr., T. ....	.40	.38	Rhododendron catawbiense , rosy-purple		
1 to 3 ins., 1-yr., T. ....	.25	.20	Juniper canadensis aurea			6 to 8 ins., T. ....	.55	.45
4 to 6 ins., 2-yr., T. ....	.30	.25	(Golden Canadian Juniper)			8 to 10 ins., T. ....	.65	.60
6 to 8 ins., 3-yr., T. ....	.35	.30	4 to 6 ins., 2-yr., T. ....	.25	...	Scotch Pine (Pinus sylvestris)		
Azalea poukhanensis			6 to 8 ins., 2-yr., T. ....	.35	...	4 to 6 ins., 2-yr., T. ....	.15	.05
2 to 4 ins., 2-yr., T. ....	.22	.20	Juniper glauca hetzi (Hetz Juniper)			10 to 15 ins., 4-yr., T. ....	.15	.06
3 to 4 ins., 3-yr., T. ....	.30	.28	4 to 6 ins., 2-yr., T. ....	.20	.18	(Order minimum, 500 at 1000 rate.)		
Azalea schlippenbachii (Royal Azalea)			6 to 10 ins., 2-yr., T. ....	.25	.22	Taxus capitata (Upright Jap. Yew)		
1-yr., T., bedded	.18	.15	8 to 12 ins., 2-yr., T. ....	.32	.28	Seedlings		
2 to 3 ins., 2-yr., T. ....	.22	.20	10 to 15 ins., 2-yr., T. ....	.35	.30	2 to 3 ins., 2-yr., S. ....	.05	.04
3 to 6 ins., 3-yr., T. ....	.30	.28	12 to 15 ins., 3-yr., T., ctbk.	.45	.42	3 to 4 ins., 3-yr., S. ....	.07	.06
Buxus sempervirens helleri			12 to 18 ins., 4-yr., T., ctbk.	.55	.50	4 to 6 ins., 3-yr., S. ....	.09	.07
(Weller's Hardy Boxwood)			Juniper hibernica fastigiata			6 to 8 ins., 4-yr., S. ....	.15	.12
4 to 6 ins., 2-yr., T. ....	.25	.22	(Compact Irish Juniper)			8 to 10 ins., 4-yr., S. ....	.18	.16
6 to 8 ins., 2-yr., T. ....	.30	.28	4 to 8 ins., 2-yr., T. ....	.20	.18	10 to 12 ins., 4-yr., S. ....	.22	.19
8 to 10 ins., 3-yr., T. ....	.35	.32	8 to 10 ins., 2-yr., T. ....	.25	.22	Taxus capitata (Upright Jap. Yew)		
10 to 12 ins., 3-yr., T. ....	.40	.38	10 to 12 ins., 2-yr., T. ....	.35	.30	Transplants		
12 to 15 ins., 4-yr., T. ....	.50	.45	12 to 15 ins., 3-yr., T. ....	.45	.40	4 to 6 ins., 3-yr., T. ....	.28	.25
Chamaecyparis filifera aurea			Juniper horizontalis glauca			6 to 8 ins., 3-yr., T. ....	.30	.25
(Golden Thread Cypress)			6 to 8 ins., 2-yr., T. ....	.35	.32	8 to 10 ins., 3-yr., T. ....	.35	.32
3 to 4 ins., 2-yr., T. ....	.25	.22	8 to 10 ins., 2-yr., T. ....	.40	.38	10 to 15 ins., 3-yr., T., ctbk.	.45	.40
4 to 6 ins., 2-yr., T. ....	.28	.25	10 to 15 ins., 2-yr., T. ....	.45	.40	10 to 12 ins., 6-yr., T., ctbk.	.75	.65
Chamaecyparis lawsoniana allumi			Juniper canadensis aurea			12 to 15 ins., 6-yr., T., ctbk.	.90	.80
(Blue Cypress)			4 to 6 ins., 2-yr., T. ....	.28	.25	Taxus cuspidata (Spreading Yew)		
4 to 6 ins., 2-yr., T. ....	.22	.18	6 to 8 ins., 2-yr., T. ....	.32	.30	4 to 6 ins., 2-yr., T., beds.	.20	.18
6 to 10 ins., 2-yr., T. ....	.30	.28	8 to 10 ins., 2-yr., T. ....	.45	.40	6 to 8 ins., 2-yr., T., beds.	.25	.22
10 to 12 ins., 3-yr., T. ....	.45	.40	10 to 15 ins., 2-yr., T. ....	.50	.45	8 to 10 ins., 2-yr., T., ctbk.	.40	.38
12 to 15 ins., 3-yr., T. ....	.50	.45	Juniper pfitzeriana compacta			10 to 12 ins., 3-yr., T., ctbk.	.45	.40
Chamaecyparis plumosa aurea			8 to 10 ins., 2-yr., T. ....	.45	.45	10 to 15 ins., 4-yr., T., fld.	.65	.55
(Golden Plum Cypress)			10 to 12 ins., 3-yr., T. ....	.55	...	Taxus media brownii		
4 to 6 ins., 2-yr., T. ....	.22	.18	12 to 15 ins., 4-yr., T. ....	.60	.55	4 to 6 ins., 2-yr., T., beds.	.22	.20
6 to 8 ins., 2-yr., T. ....	.30	.28	Juniper pfitzeriana aurea			6 to 8 ins., 2-yr., T., beds.	.28	.25
8 to 10 ins., 3-yr., T. ....	.35	.30	4 to 6 ins., 2-yr., T. ....	.28	.25	8 to 10 ins., 3-yr., T. ....	.45	.40
10 to 15 ins., 3-yr., T. ....	.45	.40	6 to 8 ins., 2-yr., T. ....	.35	.32	10 to 12 ins., 4-yr., T. ....	.55	...
Colorado Blue Spruce (Picea pungens)			8 to 10 ins., 2-yr., T. ....	.40	.38	10 to 15 ins., 6-yr., T., fld.	.65	...
4 to 6 ins., 3-yr., T. ....	.18	.15	10 to 12 ins., 2-yr., T. ....	.45	.40	Taxus media hicksii (Hicks' Yew)		
6 to 8 ins., 4-yr., T. ....	.22	.18	12 to 15 ins., 3-yr., T. ....	.60	.55	4 to 6 ins., 2-yr., T. ....	.20	.18
8 to 10 ins., 5-yr., T. ....	.28	.25	Juniper stricta (Spiny Greek)			6 to 8 ins., 2-yr., T. ....	.25	.22
10 to 12 ins., 5-yr., T. ....	.35	.30	4 to 6 ins., 2-yr., T. ....	.35	...	8 to 10 ins., 2-yr., T. ....	.35	.30
12 to 15 ins., 6-yr., T. ....	.40	.35	6 to 8 ins., 2-yr., T. ....	.40	...	10 to 12 ins., 3-yr., T. ....	.45	.40
15 to 18 ins., 7-yr., T. ....	.45	.40	8 to 10 ins., 2-yr., T. ....	.48	...	12 to 15 ins., 4-yr., T. ....	.55	.48
Douglas Fir (Pseudotsuga douglasii)			10 to 15 ins., 3-yr., T. ....	.55	...	Thuja occidentalis (American Arborvitae)		
4 to 6 ins., 4-yr., T. ....	.25	.18	Juniper squamata meyeri (Blue Meyer)			2 to 4 ins., 3-yr., S. ....	.08	.06
6 to 8 ins., 4-yr., T. ....	.30	.20	3 to 4 ins., 2-yr., T. ....	.32	...	4 to 8 ins., 3-yr., S. ....	.10	.08
8 to 10 ins., 5-yr., T. ....	.35	.25	4 to 6 ins., 2-yr., T. ....	.40	...	8 to 10 ins., 4-yr., S. ....	.15	.12
10 to 15 ins., 5-yr., T. ....	.45	.38	6 to 10 ins., 3-yr., T. ....	.48	...	10 to 15 ins., 4-yr., S. ....	.20	.18
Eunonymus alatus (Winged Eunonymus)			10 to 12 ins., 4-yr., T. ....	.55	...	Thuja occidentalis douglasii aurea		
6 to 10 ins., 2-yr., T. ....	.20	.18	Leucothoe catesbaei			(Golden Douglas Arborvitae)		
10 to 12 ins., 3-yr., T. ....	.25	.20	(Drooping Andromeda)			8 to 10 ins., 3-yr., T. ....	.45	...
12 to 18 ins., 4-yr., T. ....	.35	.32	3 to 4 ins., 1-yr., T. ....	.18	.16	10 to 12 ins., 3-yr., T. ....	.55	...
Eunonymus fortunei coloratus			4 to 6 ins., 2-yr., T. ....	.22	.20	12 to 15 ins., 4-yr., T. ....	.65	...
(Prostrate Evergreen Creeper)			6 to 8 ins., 2-yr., T. ....	.25	.22	Thuja occidentalis elegantissima lutea		
Low growing.			8 to 10 ins., 3-yr., T. ....	.35	.30	(Golden Tipped Arborvitae)		
4 to 8 ins., 1-yr., T. ....	.18	.16	Liquidambar styraciflua (Sweet Gum)			8 to 10 ins., 3-yr., T. ....	.35	.32
8 to 12 ins., 3-yr., T. ....	.28	.25	6 to 12 ins., 2-yr., field	.06	.05	10 to 12 ins., 3-yr., T. ....	.40	.38
Eunonymus fortunei Erectus			12 to 18 ins., 2-yr., field	.08	.06	12 to 15 ins., 4-yr., T. ....	.50	.48
(Evergreen Big-leaved Winter-Creeper)			18 to 24 ins., 3-yr., field	.10	.08	15 to 24 ins., 4-yr., T. ....	.65	...
4 to 8 ins., 1-yr., T. ....	.18	.16	2 to 3 ft., 3-yr., field	.12	.10	Thuja occidentalis globosa , Woodward's		
8 to 12 ins., 2-yr., T. ....	.25	.22	Mahonia aquifolium (Oregon Grape Holly)			8 to 10 ins., 2-yr., T. ....	.30	.28
12 to 18 ins., 3-yr., T. ....	.35	.30	2-yr., bed run	...	...	10 to 12 ins., 3-yr., T. ....	.40	.38
Eunonymus radicans vegetus			2 to 4 ins., 2-yr., S. ....	.06	.05	12 to 15 ins., 3-yr., T. ....	.50	.45
(Evergreen Winter-Creeper)			3 to 5 ins., 3-yr., S. ....	.12	.10	Thuja occidentalis pyramidalis		
3 to 4 ins., 1-yr., T., beds	.15	.12	Norway Spruce (Picea excelsa)			(Pyramidal Arborvitae)		
4 to 8 ins., 1-yr., T., beds	.20	.18	4 to 8 ins., 3-yr., T. ....	.12	.05	8 to 10 ins., 2-yr., T. ....	.38	.35
8 to 10 ins., 2-yr., T. ....	.35	.30	5 to 10 ins., 4-yr., T. ....	.15	.06	10 to 12 ins., 2-yr., T. ....	.45	.42
10 to 12 ins., 3-yr., T. ....	.45	.40	10 to 12 ins., 4-yr., T. ....	.20	.12	12 to 15 ins., 3-yr., T. ....	.55	.50
12 to 15 ins., 4-yr., T. ....	.55	.50	12 to 15 ins., 5-yr., T. ....	.25	.18	15 to 18 ins., 4-yr., T. ....	.65	.65
Ilex crenata			Pieris japonica (Japanese Andromeda)			18 to 24 ins., 5-yr., T. ....	.75	...
(Pyramidal Japanese Holly)			1 to 3 ins., 1-yr., T. ....	.20	.18	Tsuga canadensis (Hemlock)		
8 to 10 ins., 2-yr., T. ....	.35	.32	3 to 4 ins., 2-yr., T. ....	.28	.25	6 to 8 ins., 3-yr., T. ....	.35	.32
10 to 12 ins., 3-yr., T. ....	.40	.38	4 to 6 ins., 3-yr., T. ....	.35	.30	8 to 10 ins., 4-yr., T. ....	.40	.35
12 to 15 ins., 3-yr., T. ....	.45	.42	6 to 8 ins., 4-yr., T. ....	.38	.35	Viburnum opulus nana , dwarf		
15 to 18 ins., 4-yr., T. ....	.55	.50	Austrian Pine (Pinus nigra)			4 to 6 ins., 2-yr., T. ....	.25	.20
Ilex crenata convexa (Bullata)			8 to 8 ins., 3-yr., S. ....	.12	.02 1/2	6 to 8 ins., 4-yr., T. ....	.45	...
8 to 10 ins., 2-yr., T. ....	.38	.35	8 to 10 ins., 4-yr., S. ....	.15	.03 1/2	White Spruce (Picea alba)		
10 to 12 ins., 2-yr., T. ....	.48	.45	10 to 15 ins., 4-yr., S. ....	.20	.04	4 to 6 ins., 3-yr., T. ....	.20	.10
12 to 15 ins., 3-yr., T. ....	.65	.60	(Order minimum, 500 at 1000 rate.)			6 to 10 ins., 5-yr., T. ....	.25	.15
12 to 18 ins., 5-yr., field	1.00	.90	Pinus mugo , Tyrolean-Swiss			12 to 18 ins., 5-yr., T. ....	.38	.18
Ilex crenata hetzi ,			2 to 3 ins., 3-yr., S. ....	.10	.09			
large glossy leaf			3 to 4 ins., 3-yr., S. ....	.15	.12			
6 to 8 ins., 2-yr., T. ....	.30	.28	4 to 6 ins., 3-yr., S. ....	.18	.16			
8 to 10 ins., 2-yr., T. ....	.40	.38	(Order minimum, 500 at 1000 rate.)					
10 to 12 ins., 3-yr., T. ....	.45	.42						
12 to 15 ins., 4-yr., T. ....	.60	.55						

TERMS: Free packing for cash with order, otherwise 1/2 deposit with order and balance C.O.D. Packing at cost. All shipments by railway express.

Write for our complete price list.

PALLACK BROS. NURSERIES, INC.

Phone: Zelienople 789 (or 644 evenings) (We are not open Sundays)

(31 mi. north of Pittsburgh, Pa., on Rte. 19)

R. D. 1, Harmony, Pa.

JAPANESE RED MAPLES

Seed-grown *Acer palmatum atropurpureum*.

Every one a very good red. Pot early.

Get new growth — sell this spring.

	Each 100 rate	Each 1000 rate
2-yr., X, 12 to 15 ins., br.	\$0.55	\$0.50
3-yr., XX, 12 to 15 ins., br. ....	.80	.75
3-yr., XX, 15 to 18 ins., br. ....	.95	.90
4-yr., XXX, 10 to 15 ins., bushy	1.10	1.05

(Other Sizes Available)

Bare root — shipped in sphagnum.

20% deposit, balance before delivery or C.O.D.

Specializing in Japanese Maples 17 Years

HUBBS NURSERIES

512-Rt. 130

Riverton, N. J.

avowed intention of sawing them off in 20 or 25 years and replanting. The idea has considerable merit.

Now that there is little to fear that the nurseryman will misuse the popular, they could well look to its more extensive use in the landscape and even toward improving certain varieties.

N. L. N. A. CONVENTION

[Continued from page 7]

men must now do some planning and studying of retailing in order to hold their own.

Independent Can Compete

Mr. Rice stated that he had asked the head of the Sears Roebuck garden department if the independent retailer can compete with chain stores in the selling of nursery stock and garden supplies.

The reply was that the nursery garden center can compete with chain stores, because the nurseryman has a greater knowledge of his product.

Also, since the nursery business is a seasonal one, the chain store has to switch over quickly, which it is not always able to do. Mr. Rice emphasized, however, that along with a knowledge of plants it is also

necessary to have a knowledge of retailing.

A film on retail selling was shown, and the following points for a successful business were stressed: Store location, store layout, selection of merchandise (duplicating lines creates confusion on the part of salespersons and customers), mass displays (put related items together and arrange the shelves for the convenience of customers), advertising (advertise a well-known item, put a good value on it and make sure the item has good quality) and sales training (sales personnel should know the related items that make for tie-in sales).

Mr. Rice suggested that nurserymen observe other garden centers in the area and question suppliers

LINING-OUT STOCK HARDY ORNAMENTALS

CHOICE VARIETIES — FINEST QUALITY

We carry in season a very large selection of the best varieties (the real money-makers) in several grades, all of which are hardy here in northern New Jersey, as well as farther north. Our prices are right, and our quality and service are completely satisfactory. Quantity and pickup discounts are regularly given. Whether you write, phone or visit, we welcome your questions and the opportunity to help you with your lining-out requirements.

JOHN VERMEULEN & SON, Inc., NESHANIC STATION, N. J.

Growing Top-Quality Hardy Liners Exclusively since 1921



or distributors about what other garden centers are doing. Also, universities and colleges are sources of information, as more and more of them are making studies on retailing.

In her report as executive secretary, Alice Smart stated that the membership totaled 319. She called attention to the various printed materials that the N. L. N. A. has in supply, these being the policy manuals, prospect cards and several pamphlets. Titles of the pamphlets are "Demand a Specialist," "Have You Ever Thought of Becoming a Landscape Nurseryman?", "Your Planting Needs Your Care" and "Landscape Ideas You Can Use."

The treasurer's report given by Mr. Metzger showed that the cash



EACH ONE CELLOPHANE WRAPPED

*so light
so colorful
so durable
so beautiful*

In 5 decorator colors for
homes, indoors and out,
motels, hotels,
institutions, offices



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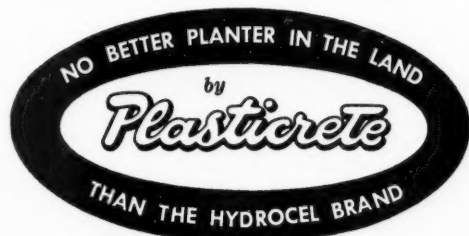
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THE INCOMPARABLE INDOOR-OUTDOOR PLANTER

Features	Colors	Size & Weight	Prices		Mark Up	Carton Put Up*
Does what no other planter can do. Made of a scientific blending of perlite, asbestos and cement. Holds moisture twice as long. Protects roots from shock. Contains millions of tiny airless cells to provide outstanding insulation. Has nearly the strength of concrete, yet is light as a feather by comparison. Ideal indoors or out for house plants, shrubs, trees. Free full-color literature. Write today.	Shell White	10" x 10" Approx. 7 lbs.	Your Cost	You Sell	40%	Nest Carton—Four pieces, one piece each size—Weight 50 lbs.
	Desert Tan	12" x 12" Approx. 9 lbs.	3.60	5.95	40%	10" Carton—Four pieces, Weight 25 lbs.
	Desert Rose	14" x 14" Approx. 13 lbs.	5.40	8.95	40%	12" Carton—Four pieces, Weight 36 lbs.
	Charcoal	16" x 16" Approx. 18 lbs.	6.60	10.95	40%	14" Carton—Two pieces, Weight 25 lbs.
	Rainbow Green					16" Carton—Two pieces, Weight 36 lbs.

*All cartons contain one color only

FREE DELIVERY East of Mississippi on Orders of 150 lbs. or more. Terms: Net 30 Days.



PLASTICRETE SPECIALTIES CORP., DEPT. A1, 1883 DIXWELL AVENUE, HAMDEN, CONN.
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WAYNESBORO NURSERIES

WAYNESBORO, VIRGINIA

February Special in Fruits and Ornamental Plants

Complete Wholesale Price List on Request

STANDARD APPLE

	Per 10	Per 100	Per 1000
2-yr., 6 to 7 ft., ¾-in. cal., br.	\$10.00	\$80.00	\$750.00
2-yr., 5 to 6 ft., 11/16-in. cal., br. ...	8.50	65.00	600.00
2-yr., 4 to 5 ft., 9/16-in. cal., br.	7.50	50.00	450.00
Delicious, double red	Stayman, double red		
Grimes Golden	Williams, early red		
Jonathan, double red	Yellow Delicious		
Northwestern	Yellow Transparent		
Greening	York Imperial		
Red Yorking			

MULTIPLE VARIETY APPLE TREES

	Per 10	Per 100	Per 1000
5-In-1, 2-yr., 11/16-in. cal.	\$16.50	\$150.00	\$1350.00
5-In-1, 2-yr., 9/16-in. cal.	15.00	135.00	1200.00

DWARF APPLE

	Per 10	Per 100
2-yr., 4 to 6 ft., br.	\$7.00	\$60.00
2-yr., 3 to 4 ft., br.	6.00	50.00
Delicious, double red	Winesap, Virginia	
Red Yorking	strain	
Stayman, double red	Yellow Delicious	
Summer Rambo	Yellow Transparent	

PEACH

	Per 10	Per 100	Per 1000
5 to 6 ft., 11/16-in. cal., ..	\$7.00	\$60.00	\$550.00
4 to 5 ft., 9/16-in. cal., ..	6.00	50.00	450.00
3 to 4 ft., 7/16-in. cal., ..	5.00	40.00	350.00
2 to 3 ft., ..	30.00	250.00	
Belle of Georgia Golden Jubilee	Redskin		
Blake	Hatch Haven		
Coronet	J. H. Hale		
Dixiegem	Jerseyland		
Dixred	Keystone		
Elberta	Ranger		
Early-Red-Fre	Redhaven		

PLUM

	Per 10	Per 100
6 to 7 ft.	\$11.00	\$100.00
4 to 6 ft.	10.00	85.00
3 to 4 ft.	7.00	60.00
Abundance, Burbank, Mammoth Golden, Methley, Shropshire Damson		

NEW NECTARINES

	Per 10	Per 100
4 to 6 ft.	\$12.00	\$100.00
3 to 4 ft.	8.50	75.00
New Nectarines introduced by Virginia Agricultural Experiment Station, as follows:		
Cavalier, yellow-fleshed freestone,		
Lexington, yellow-fleshed freestone,		
Redbud, white-fleshed freestone,		
Red Chief, white-fleshed freestone,		

CUMBERLAND RASPBERRIES

No. 1 tips, \$4.50 per 100; \$40.00 per 1000

BLUEBERRIES

	Per 10	Per 100
3-yr., 12 to 18 ins.	\$5.50	\$45.00
4-yr., 18 to 24 ins.	7.00	60.00
Atlantic, Burlington, Jersey, Stanley, Weymouth.		

NUT TREES

	Per 10	Per 100
Black Walnut		
2 to 3 ft., T.	\$ 4.50	\$ 35.00
3 to 4 ft., T.	6.00	50.00
4 to 6 ft., T.	9.00	80.00
6 to 8 ft., T.	12.50	115.00
Chinese Chestnut		
18 to 24 ins., T.	5.50	45.00
2 to 3 ft., T.	7.50	65.00
English Walnut (Hardy Carpathian Walnut)		
18 to 24 ins., T.	10.00	85.00
2 to 3 ft., T.	13.00	120.00
3 to 4 ft., T.	16.00	150.00
Hickory, Shagbark		
4 to 5 ft., T.	15.00	135.00
5 to 6 ft., T.	17.50	160.00
6 to 7 ft., T.	22.50	200.00

SHRUBS

	Per 10	Per 100
Euonymus alatus compactus		
18 to 24 ins.	\$ 9.00	\$ 85.00
2 to 3 ft.	13.00	120.00
Hydrangea, Nikko Blue, hardy blue		
3-yr., 3 canes or more	5.00	45.00
2-yr., 2 canes and up	3.50	30.00
Hydrangea PeeGee		
2 to 3 ft.	5.00	45.00
3 to 4 ft.	6.50	60.00
Lilac, French Hybrids, assorted varieties		
2 to 3 ft.	7.50	65.00
Pussy Willow, American		
2 to 3 ft.	4.00	35.00
Regel Privet		
3 to 4 ft.	7.00	65.00
Spiraea Anthony Waterer		
18 to 24 ins.	5.00	45.00
2 to 2½ ft.	6.50	60.00
2½ to 3 ft.	9.00	85.00
Spiraea thunbergi		
2 to 3 ft.	4.50	40.00
3 to 4 ft.	6.50	60.00
Viburnum carlesi		
18 to 24 ins.	14.00	120.00
2 to 3 ft.	20.00	180.00
NOTE: Ask for quotations on B&B specimens of Viburnum carlesi		
Winter Jasmine (Jasminum nudiflorum)		
2-yr.	4.00	35.00
3-yr.	5.00	45.00

CONIFEROUS EVERGREENS

B&B Specimens	Each 10 to 50	Each 50 to 100
Arborvitae, Berckmans Golden	\$1.55	\$1.40
15 to 18 ins.	1.90	1.70
18 to 24 ins.	2.15	1.95
2 to 2½ ft.	2.75	

NOTE: Ask for quotations on Berckmans in lots of more than 100.

Bald Cypress	Each 10 to 50	Each 50 to 100
4 to 5 ft.	4.25	
5 to 6 ft.	5.75	
6 to 7 ft.	7.00	

NOTE: Bald Cypress not balled less 40%.

Firs—Balsam and Douglas	Each 10 to 50	Each 50 to 100
3 to 4 ft.	4.25	
4 to 5 ft.	5.00	
5 to 6 ft.	6.50	
6 to 8 ft.	8.50	
Hemlock, Canadian		
18 to 24 ins.	2.25	2.10
2 to 2½ ft.	2.75	2.55
2½ to 3 ft.	3.50	3.30
3 to 3½ ft.	4.50	4.30
3½ to 4 ft.	5.25	5.00
4 to 5 ft.	6.50	6.25

Juniper, Irish	Each 10 to 50	Each 50 to 100
18 to 24 ins.	1.75	1.60
2 to 2½ ft.	2.25	2.00
2½ to 3 ft.	2.75	2.60
3 to 4 ft.	3.25	3.00
4 to 5 ft.	3.75	

Pine, White	Each 10 to 50	Each 50 to 100
2 to 3 ft.	3.00	2.75
3 to 4 ft.	4.00	3.75

PINES—Ask for quotations on following Pines in assorted sizes: Austrian, Japanese Black, Japanese Red, Mugho, Scotch; also, White Pine in large specimens.

Spruce, White	Each 10 to 50	Each 50 to 100
2 to 3 ft.	3.25	3.00
3 to 4 ft.	4.50	4.25
4 to 5 ft.	5.75	
Taxus browni		
15 to 18 ins.	3.25	
18 to 24 ins.	4.00	
Taxus, Cedar Hill		
15 to 18 ins.	3.25	3.00
18 to 24 ins.	4.00	3.75

Taxus cuspidata	Each 10 to 50	Each 50 to 100
12 to 15 ins.	2.15	2.00
15 to 18 ins.	3.00	2.75
18 to 24 ins.	3.75	3.50
2 to 2½ ft.	4.75	4.50
2½ to 3 ft.	5.75	

Taxus hatfieldi	Each 10 to 50	Each 50 to 100
12 to 15 ins.	2.50	2.30
15 to 18 ins.	3.00	2.75
18 to 24 ins.	4.00	3.75
2 to 2½ ft.	5.00	

on hand as of December 31, 1939, was \$2,140.20 and that as of January 1, 1961, the cash on hand had advanced to \$5,698.22. As was previously reported, the 1960 officers and directors were returned to office.

Honor Hunziker

Starting off the evening session, at which the nurserymen enjoyed a buffet supper, Mr. Parnham presented a Polaroid camera to Mr. Hunziker for his many years of service to the N. L. N. A. He stated that Mr. Hunziker was at the Portland, Ore., meeting at which the N. L. N. A. was founded 21 years ago and has served the organization ever since.

A motion was passed during the evening session that each active

member firm have one voting member, with associate memberships available for other additional members of active firms at a cost of \$5 each. Allied memberships for suppliers will be continued. It was also announced that the N. L. N. A. has been issued an invitation from the Western Association of Nurserymen to hold its annual convention next year at Kansas City in conjunction with the W. A. N. meeting.

One of the featured speakers for the evening was Robert Hanson, client service department, George S. May Co., management consultants. He advised the nurserymen that they should consider their business as their main purpose in life. He stated that the same essential principles apply to all businesses. If a business

can pull itself through the first two or three years, a subsequent failure cannot be blamed on lack of capital. Rather it is due to a lack of managerial ability.

When his firm consults with a business, the first thing it does is get the history of the company. Next it examines the books and statements and then looks into the general operation of the business. He stated that the interplay of personalities in a business is a potent factor in its success.

More Data Needed

Mr. Hanson deplored the fact that not many businesses know what their market is. He said that the various landscape nurserymen present should know how many houses in

CONIFEROUS EVERGREENS (Cont'd.)

	Each 10 to 50	Each 50 to 100
<i>Taxus bicksi</i>		
12 to 15 ins.	\$2.15	\$2.00
15 to 18 ins.	3.00	2.75
18 to 24 ins.	3.75	3.50
2 to 2½ ft.	4.75	4.50
2½ to 3 ft.	5.75	5.50
3 to 4 ft.	8.00	7.50

BROAD-LEAVED
EVERGREENS

Prices Are for B&B Specimens

<i>Abelia grandiflora</i>	Each 10 to 50	Each 50 to 100
2 to 3 ft.	\$2.00	\$1.85
3 to 4 ft.	2.75	2.60
<i>Aucuba japonica</i> and <i>japonica variegata</i>		
15 to 18 ins.	2.50	2.25
18 to 24 ins.	3.25	3.00
<i>Berberis julianae</i>		
18 to 24 ins.	2.75	2.50
2 to 2½ ft.	3.00	2.75
2½ to 3 ft.	3.25	3.00
BOXWOOD—Sempervirens, American		
12 to 15 ins.	1.50	1.35
15 to 18 ins.	2.00	1.75
18 to 21 ins.	2.50	2.25
21 to 24 ins.	3.25	3.00
<i>Suffruticosa, Dwarf English</i>		
8 to 10 ins.	1.30	1.15
10 to 12 ins.	2.00	1.75

NOTE: Ask for prices on Boxwood in other sizes and larger quantities.

<i>Cherry Laurel</i>	Each 10 to 50	Each 50 to 100
2 to 3 ft.	2.50	2.25
3 to 4 ft.	3.25	3.00
<i>Elaeagnus fruitlandi</i> and <i>simoni</i>		
18 to 24 ins.	2.00	1.75
2 to 2½ ft.	2.50	2.25
2½ to 3 ft.	3.00	2.75
<i>English Laurel</i>		
18 to 24 ins.	2.25	2.00
2 to 2½ ft.	2.75	2.50
<i>Euonymus patens</i>		
18 to 24 ins.	1.60	1.50
2 to 2½ ft.	2.50	2.25
2½ to 3 ft.	2.50	2.25
<i>Ilex convexa</i> (Box-leaved Holly)		
12 to 15 ins.	2.00	1.85
15 to 18 ins.	2.50	2.30
18 to 24 ins.	3.00	2.75
<i>Ilex crenata</i>		
2 to 2½ ft.	3.25	3.00
2½ to 3 ft.	4.25	4.00
3 to 4 ft.	5.25	5.00
<i>Ilex crenata micropphylla</i>		
15 to 18 ins.	2.00	1.85
18 to 24 ins.	2.75	2.50
2 to 2½ ft.	3.75	3.50
<i>Ilex crenata rotundifolia</i>		
12 to 15 ins.	1.10	1.00
15 to 18 ins.	1.45	1.30
18 to 24 ins.	2.25	2.00
2 to 2½ ft.	3.00	2.75
2½ to 3 ft.	4.00	3.75
<i>Laurel, schipkaensis</i> and <i>zabeliana</i>		
15 to 18 ins.	2.50	2.35
18 to 24 ins.	3.50	3.25
<i>Ligustrum ionandrum</i>		
2 to 3 ft.	1.85	1.70
3 to 4 ft.	3.00	2.75

BROAD-LEAVED EVERGREENS (Cont'd.)

	Each 10 to 50	Each 50 to 100
<i>Ligustrum lucidum</i>		
18 to 24 ins.	\$1.75	1.65
2 to 2½ ft.	2.25	2.00
<i>Magnolia grandiflora</i>		
2 to 3 ft.	2.75	2.50
3 to 4 ft.	3.75	3.50
4 to 5 ft.	5.00	4.50
5 to 6 ft.	6.50	6.00
<i>Osmanthus illicifolius</i>		
15 to 18 ins.	1.85	1.65
18 to 24 ins.	2.25	2.00
2 to 2½ ft.	3.60	2.75
PERACANTHA —Ask for quotations on assorted varieties and sizes, including large specimens.		

SHADE TREES

<i>Ash, American White</i>	Each 10 to 50	Each 50 to 100
6 to 8 ft.	\$2.25	\$2.00
8 to 10 ft.	3.00	2.75
<i>Birch</i> —Write for quotations.		
<i>Catalpa bungei</i>		
4 to 5 ft. stems	2.50	2.25
5 to 6 ft. stems	2.75	2.50
<i>Elm, American</i>		
6 to 8 ft.	1.90	1.50
8 to 10 ft.	2.75	2.50
NOTE: Write for quotations on American Elm in other sizes.		
<i>Elm, Chinese</i>		
6 to 8 ft.	1.15	1.00
8 to 10 ft.	1.40	1.25
10 to 12 ft.	2.25	2.00
<i>Kentucky Coffee Tree</i>		
5 to 6 ft.	2.50	2.25
6 to 8 ft.	3.25	3.00
<i>Locust, Thornless Honey</i>		
10 to 12 ft.	4.00	3.75
2 to 2½ in. cal.	7.00	6.50
<i>Maple, Cardinal</i> (Faassen's Red-leaved)		
5 to 6 ft. br.	4.00	3.75
6 to 8 ft. br.	5.00	4.75
<i>Maple, Norway</i>		
6 to 8 ft.	2.75	2.50
8 to 10 ft., 1¼ to 1½ in. cal.	4.25	4.00
10 to 12 ft., 1½ to 2 in. cal.	6.00	5.50
NOTE: Write for quotations on other sizes.		
<i>Maple, Scarlet</i>		
5 to 6 ft.	2.50	2.25
6 to 8 ft.	3.00	2.75
<i>Maple, Silver</i>		
6 to 8 ft.	1.15	1.00
8 to 10 ft.	1.75	1.50
<i>Maple, Sugar</i>		
6 to 8 ft.	3.25	3.00
8 to 10 ft., 1¼ to 1½ in. cal.	5.00	4.75
10 to 12 ft., 1½ to 2 in. cal.	7.00	6.50
NOTE: Ask for quotations on large specimens.		
OAKS —Austrian Turkey, Bur, Laurel, Live, Pin, Red, Scarlet, White—Ask for quotations.		
<i>Poplar, Bolleana</i>		
5 to 6 ft.	1.25	1.00
6 to 8 ft.	1.75	1.50
<i>Poplar, Lombardy</i>		
1-yr., 5 to 7 ft.	.45	.35
2-yr., 8 to 10 ft.	.90	.80
<i>Willow, Weeping</i> —Babylon and Golden Weeping		
5 to 6 ft.	1.15	1.00
6 to 8 ft.	1.70	1.50
8 to 10 ft.	2.25	2.00
NOTE: Ask for quotations on Shade Trees in larger quantities and sizes; also prices on Packaged Shade Trees.		

FLOWERING TREES

	Each 10 to 50	Each 50 to 100
<i>Ash, European Mountain</i>		
5 to 6 ft.	\$2.00	\$1.85
6 to 8 ft.	2.75	2.50
<i>Cherry, Kwanzan Flowering</i>		
4 to 5 ft.	3.00	2.75
5 to 6 ft.	4.00	3.75
6 to 7 ft., B&B specimens	9.50	8.75
1½ to 2-in. cal., 7 to 8 ft., B&B specimens	15.00	13.75
<i>Cherry, Weeping</i>		
2-yr. heads,		
5 to 6-ft. stems, NB	5.75	5.00
2 to 2½ in. cal., B&B specimens	20.00	18.75
DOGWOODS —Pink and White. Ask for quotations.		
<i>Flowering Crab Apple</i> —Aimey, Dolgo, Eleyi, Hopa, Red Silver, Redvein		
4 to 5 ft.	1.15	1.00
5 to 6 ft.	1.40	1.25
6 to 7 ft.	1.90	1.75
<i>Flowering Crab Apple, Bechtel's</i>		
4 to 5 ft.	1.65	1.50
5 to 6 ft.	2.00	1.85
<i>Flowering Peach</i> —Pink, Red, White		
3 to 4 ft.	.75	.60
4 to 5 ft.	1.00	.85
5 to 6 ft.	1.25	1.10
<i>Golden-Rain Tree</i>		
5 to 6 ft.	4.00	3.75
6 to 8 ft.	4.75	4.50
<i>Hawthorn</i> —Cockspur and Washington		
4 to 5 ft.	2.75	2.50
5 to 6 ft.	3.75	3.50
NOTE: On above Hawthorn add following for B&B: \$1.00 per tree on 4 to 5 ft.; \$1.50 on 5 to 6 ft.		
<i>Linden, American</i>		
6 to 8 ft.	2.50	2.25
8 to 10 ft., 1¼ to 1½ in. cal.	3.75	3.50
<i>Plum, Red-leaved</i> (Prunus Thundercloud)		
4 to 5 ft.	1.15	1.00
5 to 6 ft.	1.40	1.25
6 to 7 ft.	1.90	1.75
<i>Redbud</i> (Cercis canadensis)		
4 to 5 ft.	1.50	1.35
5 to 6 ft.	1.75	1.60
6 to 7 ft.	2.25	2.00
<i>Sophora japonica</i> (Chinese Scholar Tree)		
5 to 6 ft.	4.50	4.25
6 to 8 ft.	6.50	6.00
NOTE: For B&B on <i>Sophora japonica</i> , add \$2.00 per tree on 5 to 6 ft.; \$3.00 on 6 to 8 ft.		
<i>Tulip Tree</i> (Liriodendron tulipifera)		
5 to 6 ft.	1.85	1.70
6 to 8 ft.	2.50	2.25
<i>Yellowwood</i> (Cladrastis lutea)		
5 to 6 ft.	6.50	6.00
6 to 8 ft.	8.00	7.50
NOTE: Ask for quotations on larger B&B specimens in Flowering Trees.		

ROSES

Standard and patented varieties. No. 1. In bulk or packaged. Ask for quotations.

WAYNESBORO, VIRGINIA

WAYNESBORO NURSERIES

their business area needed landscaping. Also, he added, not many businesses know what their break-even point is.

Mr. Hanson strongly believes that an association should obtain figures from its members, so that the other members would know how their business is doing compared to the rest. Further advice offered by Mr. Hanson was not to try to be clever or smart when dealing with taxes. As to when a business should think about incorporation, this would be when it is making a gross profit of \$28,000.

Final speaker for the evening was James Griffin, executive secretary, Florida Nurserymen & Growers Association. He explained the importance of nurserymen's banding to-

gether and working together for the advancement of their industry. He called attention to the various pamphlets put out by the Florida association. He pointed out that many mailings are underweight as far as the postage being paid is concerned and he suggested putting in various stuffers to make the postage carry its full weight.

To conclude the meeting, a standing ovation was given to President Pringle for his service to the association during the past year and recognition was given to Troy Bunch for his work as convention chairman.

FRANK ANDERSON, nurseryman at Erie, Pa., was severely injured recently in an automobile accident.

THE BIRCHES

[Continued from page 21]

graceful, colorful group of trees has merit over a wide area, the main point being that they also have problems of growth, which should be thoroughly studied and understood before any number are grown or planted on a large scale.

Recommended Birches

Following the name of each recommended species or variety appear its natural height at maturity expressed in feet, its hardiness zone, its place of origin and, in some cases, its common name. The hardiness zones are those given in the author's book, "Trees for American Gardens."

B. davurica: 60, Z 4, N.E. Asia, Dahurian birch—Somewhat similar

BAIER LUSTGARTEN AZALEA LAND NURSERIES

Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage, over 200,000 for spring delivery. All B&B.

Amoena	Each	Snow	Each	Favorite	Each
8 ins.	\$0.75	8 ins.	\$0.75	8 ins.	\$0.75
10 ins.	1.00	10 ins.	1.00	10 ins.	1.00
12 ins.	1.25	12 ins.	1.25	12 ins.	1.25
15 ins.	2.00	15 ins.	2.00	15 ins.	2.00
18 ins.	2.50	18 ins.	2.50	18 ins.	2.50
Coral Bells		Maxwell		Beethoven	
8 ins.	.75	8 ins.	.75	8 ins.	.75
10 ins.	1.00	10 ins.	1.00	10 ins.	1.00
12 ins.	1.25	12 ins.	1.25	12 ins.	1.25
15 ins.	2.00	15 ins.	2.00	15 ins.	2.00
18 ins.	2.50	18 ins.	2.50	18 ins.	2.50
Hinodegiri		Louise Gable		Johann Strauss	
Our Hinos are very dark red.		8 ins.	1.00	8 ins.	.75
8 ins.	.75	10 ins.	1.25	10 ins.	1.00
10 ins.	1.00	12 ins.	1.50	12 ins.	1.25
12 ins.	1.25	15 ins.	2.50	15 ins.	2.00
15 ins.	2.00	Rose Bud		18 ins.	2.50
18 ins.	2.50	8 ins.	1.00	20 ins.	3.50
20 ins.	3.50	10 ins.	1.25	Lilacina	
24 ins.	5.00	12 ins.	1.50	8 ins.	.75
30 ins.	6.00	15 ins.	2.50	10 ins.	1.00
36 ins.	7.50	18 ins.	3.50	12 ins.	1.25
Orange Beauty, Kurume		24 ins.	6.50	15 ins.	2.00
8 ins.	.75	Addy Wery		18 ins.	2.50
10 ins.	1.00	8 ins.	1.00	20 ins.	3.50
12 ins.	1.25	10 ins.	1.25	24 ins.	5.00
15 ins.	2.00	12 ins.	1.50	Kuempferi	
18 ins.	2.50	15 ins.	2.50	Hardest of all azaleas; sheared, well-budded, heavy.	
Hino-Crimson		18 ins.	3.50	Othello, Salmon Beauty, Fedora and Carmen	
8 ins.	.75	24 ins.	5.00	8 ins.	.75
10 ins.	1.00	Apple Blossom, Kurume		10 ins.	1.00
12 ins.	1.25	8 ins.	.75	12 ins.	1.25
15 ins.	2.00	10 ins.	1.00	15 ins.	2.00
18 ins.	2.50	12 ins.	1.25	18 ins.	2.50
Ledifolia Alba		Daybreak, Kurume		20 ins.	3.50
8 ins.	.75	8 ins.	.75	24 ins.	5.00
10 ins.	1.00	10 ins.	1.00	30 ins.	6.00
12 ins.	1.25	12 ins.	1.25	36 ins.	7.50
15 ins.	2.00	15 ins.	2.00		
18 ins.	2.50	18 ins.	2.50		
20 ins.	3.50	20 ins.	3.50		
24 ins.	5.00				

1-yr., T., \$125.00 per 1000.

Our azalea beds are treated for shipment outside Japanese Beetle zone.

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LARGE PINK DOGWOODS

Well-spaced, 3x6 ft., 6 to 8 ft. high,
full of buds.

B&B EVERGREENS

Write for price list.

CLINTON NURSERIES
Clinton, Conn.

to the river birch, but, in the Arnold Arboretum at least, this is doing well on a dry, gravelly soil; hence, it can be used as a substitute for the river birch in dry situations where that species will not grow. The bark is reddish brown, curling and exfoliating in regular pieces an inch or so square.

B. lenta: 75, Z 3, E. United States, sweet birch—A densely pyramidal tree, at least while young, but rather round topped at maturity. Its golden-yellow autumn color, its habit and its ability to grow in rugged terrain are its outstanding characteristics. The cherrylike bark is dark and interesting, and the bark of young twigs has an aromatic flavor.

B. l. laciniata — Plants with cut leaves have been found, but living specimens are now unknown.

B. nigra: 90, Z 4, E. United States, river birch—A pyramidal tree while young, with reddish-brown, exfoliating bark. Typically found along stream beds and in lowlands where the roots can easily penetrate to water. In fact, the trees in nature often have their roots in standing water for several weeks in the spring. It is not a long-lived tree, often has poor crotches and need only be considered for use in wet soil situations where other trees may not do well.

B. papyrifera: 90, Z 2, central and N.E. North America, canoe birch—This tree is familiar to everyone and is the most popular of all the birches for ornamental use. It is a larger-growing tree than the European white birch, and the trunk is larger and more clear of markings. It has proved itself less susceptible to disastrous attacks of the bronze birch borer; hence has added merit as a valued ornamental. A number of botanical varieties have been named, some merely geographical varieties, but—as far as I can tell—none is superior to the species as an ornamental tree.

B. pendula: 60, Z 2, Europe and Asia Minor, European birch — A pyramidal, short-lived tree, highly popular in Europe and planted profusely for many years here in America as well. It is pyramidal in habit, with a white-barked trunk and older branches and with graceful, slightly pendulous lateral branches. Formerly termed *B. verrucosa* or *B. alba*, it still will be found listed in many American catalogs under the latter name. The leaves are smaller and more triangular than those of *B. papyrifera*, and the bark is not so clear as that of our native canoe birch. Although it is short-lived, many beautiful trees of the species or one of its varieties can be seen. There are even some in



Excavate to grade, or load topsoil with International Wagner No. 150 loader. Matched-to-tractor loader lifts 1,600 lb. Short wheelbase and tight turning radius make the B-275 highly maneuverable.



Hitch up to your landscaping rake, blade, or any other of your present three-point hitch equipment without modification. The economical B-275 Diesel handles more three-point tools than any other tractor.



Depth control of three-point tools is simple, positive, extremely precise—lets you change and hold depth in fractions of an inch. "Live" hydraulic power gives finger-tip control.

Work-boosting speed and handling ease...

38 hp Diesel fuel economy*

Operators breeze through the toughest jobs with the eager International B-275. Eight speeds forward from 1½ to over 14 mph provide a load-matched speed that's just right for each assignment. Foot-controlled differential lock ties the rear wheels together when needed, keeping the B-275 on the go where others spin out. With a 74-inch wheelbase, the B-275 is exceptionally compact for maneuverability and built close to the ground for stability.

Fuel costs are amazingly low—as much as 50 per cent less than for comparable tractors with carbureted engines. Dollar-a-day fuel costs are common.

The 4-cylinder engine starts direct, simply and easily, on Diesel fuel. Individual glow plugs in pre-combustion chambers assure fast, sure starting in any weather.

No second fuel or other complicated starting aids are necessary.

Control job costs—increase your profits—with the economical International B-275! Call your nearby IH dealer soon. He'll make all arrangements for you to try a new B-275 at your convenience.

*Maximum engine hp at standard conditions



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TAXUS LINERS

5-yr., TT.	100 rate	1000 rate
<i>Taxus browni</i>	\$65.00	\$600.00
<i>Taxus densiformis</i>	65.00	600.00
<i>Taxus hicksi</i>	65.00	600.00
<i>Taxus Halloran</i>	65.00	600.00
<i>Taxus mooni</i>	65.00	600.00
<i>Taxus nana erecta</i>	65.00	600.00
<i>Taxus stovekeni</i>	65.00	600.00
<i>Taxus thayerae</i>	65.00	600.00
4-yr., TT.		
<i>Taxus andersoni</i>	50.00	450.00
<i>Taxus browni</i>	50.00	450.00
<i>Taxus cuspidata</i>	50.00	450.00
<i>Taxus hicksi</i>	50.00	450.00
<i>Taxus Halloran</i>	50.00	450.00

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This is an origination of the late Mike Sebian's nursery, Painesville, Ohio. It has proved hardy and has a fast rate of growth. We feel this variety is one of the best for the mid-western states.

	Per 100	Per 1000
2-yr., T.	30c	27 1/2c
3-yr., T.	40c	37 1/2c

Write for price of 5000 and 10,000 quantity.

Samples sent upon receipt of postage.

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BLACK PINE

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8 to 10 ins., T., \$35.00 per 100
10 to 12 ins., T., \$50.00 per 100

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Seedlings—Transplants—Potted and Field Liners—Finished Stock
Taxus a specialty.

Complete catalog on request.

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Butler, Pa.

southern California. Unfortunately, the bronze birch borer seems to attack this species more frequently than it does other birches. Many a tree, just as it reaches a good size, has been known to be attacked high on the trunk, where the top is completely killed, thus completely spoiling it as an ornamental specimen.

B. pendula fastigiata — Columnar, dense and beautiful while young.

B. p. gracilis — Similar to the variety *tristis*, but with leaves deeply cut. This is the popular cut-leaved European birch, gracefully pendulous in habit.

B. p. purpurea — The purple birch, supposedly with purple leaves, but I have never seen a good specimen.

B. p. tristis — The slender European birch, with long, slender, pendulous branches and rounded, regular head.

B. p. youngi — Young's birch, a tree with an irregularly branched habit, but conspicuously pendulous branches, more marked than those of variety *tristis*.

B. platyphylla japonica: 60, Z 4, Japan—With an interesting pattern of ruffled white bark.

B. p. szechuanica: 60, Z 5, W. China—The white bark peels off in paper-thin sheets. This is from the high mountains of extreme western China and is probably the best form of this species. It is like our native canoe birch, but the twigs are a polished red brown, and the thick blue-green leaves remain on longer than those of most birches in the fall. The variety *kamtschatica* may be hardy as far north as zone 2.

B. populifolia: 30, Z 4, N.E. North America, gray birch — Commonly known, grown and planted, this is another short-lived birch, which grows in clumps, seldom appearing as a single-trunked tree. It is a plant for poor soils, with white bark spotted with blackish marks where branches have been, and is popularly planted in small gardens where the taller-growing canoe birch would be out of place. The trunks seem to have a great resilience, often bending to the ground under burdens of snow and ice, then recovering once the weight has been removed. In burned-over areas it is one of the first trees to reappear, especially on poor, rocky soils, and forms an excellent nursing cover for seedlings of more valuable timber trees.

Betula Species Not Recommended

A—differs little from species.

B—no better than recommended varieties.

C—no ornamental value.

alba—Synonym for *B. pendula*.

albo-sinensis B—This Chinese tree, hardy

[Continued on page 70]

CONTAINER-GROWN STOCK

Our container-grown nursery stock is the very best quality produced in the south. We have given very careful attention to soil mixture, feeding, watering and general care. We are very proud of this container-grown stock and justly so.

Container-grown stock can be planted anytime during the year and we advise you to get your supply early. You have the advantage of a better selection, as well as being able to offer your customers their stock earlier. You profit by bringing people into your establishment first.

All one-gallon items are grown in green Plantainers. All two-gallon items are grown in green 8-inch Nursericans.

For full truckloads we can arrange for very economical transportation. Available trucks can haul from 4200 to 4500 one-gallon container-grown plants—door-to-door delivery—at a very low cost.

MINIMUM ORDER—25 plants of one variety. 250 plants or more of one variety take the 1000 rate.

AZALEAS

	100	1000
CORAL BELLS		
1-gal.	\$.65	\$6.00
HEBE		
1-gal.	.65	.60
HINODEGIRI		
1-gal.	.65	.60
2-gal.	1.50	1.40
SNOW		
1-gal.	.65	.60
CLEYERA JAPONICA	100	1000
2-gal.	\$1.50	\$1.40
GARDENIA RADICANS		
1-gal.	.60	.55
ILEX AQUIPERNYI BRILLIANT		
1-gal.	.70	.65
ILEX CORNUTA BURFORDI		
1-gal.	.65	.60
2-gal.	SOLD OUT	

ILEX CORNUTA ROTUNDA	100	1000
1-gal.	\$.75	\$0.70
ILEX CRENATA BULLATA		
1-gal.	.65	.60
2-gal.	1.15	1.00
ILEX CRENATA DIVARICATA		
1-gal.	.60	.55
ILEX CRENATA HELLERI		
1-gal.	.65	.60
2-gal.	1.50	1.40
ILEX CRENATA HETZI		
1-gal.	.65	.60
2-gal.	1.15	1.00
ILEX CRENATA MICROPHYLLA		
1-gal.	.65	.60
ILEX CRENATA REPANDENS		
1-gal.	.60	.55
ILEX CRENATA ROTUNDIFOLIA		
1-gal.	.65	.60
ILEX OPACA EAST PALATKA		
1-gal.	.60	.55

ILEX VOMITORIA (Schilling's Dwarf Yaupon)	100	1000
1-gal.	\$.75	\$0.70
2-gal.	1.50	1.40
LIGUSTRUM LUCIDUM COMPACTUM		
1-gal.	.60	.55
LIRIOPE MUSCARI MAJESTIC		
1-gal.	.60	.55
LIRIOPE MUSCARI VARIEGATA		
1-gal.	.65	.60
PODOCARPUS SINENSIS (Japanese Yew)		
1-gal.	.65	.60
PYRACANTHA COCCINEA LALANDI		
1-gal.	.65	.60
2-gal.	1.50	1.40
PYRACANTHA CRENATA-SERRATA GRABERI		
1-gal.	.65	.60
PYRACANTHA FORMOSANA		
1-gal.	.65	.60
2-gal.	1.50	1.40
PYRACANTHA GOVERNMENT RED		
1-gal.	.65	.60

LINING-OUT STOCK

BUXUS HARLANDI	100	1000
4 to 6 ins.	\$12.00	\$110.00
6 to 8 ins.	15.00	140.00
BUXUS JAPONICA		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
BUXUS SEMPERVIRENS		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
CAMELLIA SASANQUA		
Cleopatra		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Crimson Tide		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
Dainty Pink		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Daydream		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Hino-de-Gumo		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Jean May		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
Mine-No-Yuki (Double White)		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Miss Auburn		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
Pink Snow		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
Rosea		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Texas Star		
6 to 8 ins.	17.00	150.00
CHERRY LAUREL		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
CLEYERA JAPONICA		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
ELAEAGNUS FRUITLANDI		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
FATSHEDERA (Tree Ivy)		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
FEIJOA (Pineapple Guava)		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
GARDENIA FORTUNEI		
8 to 12 ins.	12.00	110.00
12 to 18 ins.	15.00	140.00

GARDENIA MYSTERY	100	1000
8 to 12 ins.	\$12.00	\$110.00
12 to 18 ins.	15.00	140.00
GARDENIA RADICANS		
4 to 6 ins.	10.00	90.00
6 to 8 ins.	12.00	110.00
GINKGO BILBOA (seedlings)		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
ILEX CORNUTA BURFORDI		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
ILEX CRENATA BUXIFOLIA		
4 to 6 ins.	15.00	140.00
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
ILEX CRENATA HELLERI		
4 to 6 ins.	20.00	180.00
ILEX CRENATA MICROPHYLLA		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
ILEX CRENATA REPANDENS		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
ILEX CRENATA ROTUNDIFOLIA		
4 to 6 ins.	10.00	90.00
6 to 8 ins.	12.00	110.00
ILEX VOMITORIA DWARF (Dwarf Yaupon)		
4 to 6 ins.	15.00	140.00
6 to 8 ins.	17.00	150.00
ILICUM ANISATUM (Anise Tree)		
18 to 24 ins.	20.00	180.00
JUNIPERUS CHINENSIS		
PFITZERIANA		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
JUNIPERUS DEPRESSA PLUMOSA (Andorra)		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
JUNIPERUS EXCELSA STRICTA (Spiny Greek)		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
JUNIPERUS SABINA (Savin Juniper)		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
LIGUSTRUM LUCIDUM COMPACTUM		
4 to 6 ins.	10.00	90.00
6 to 8 ins.	12.00	110.00

ORIENTAL MAGNOLIAS

MAGNOLIA ALEXANDRINA		
MAGNOLIA RUSTICA RUBRA		
MAGNOLIA SOULANGIANA		
MAGNOLIA SOULANGIANA NIGRA		
2-yr. Liners,	100	1000
8 to 12 ins.	\$35.00	\$300.00
2-yr. Liners,		
12 to 18 ins.	40.00	350.00
2-yr. Liners,		
18 to 24 ins.	45.00	400.00
MAGNOLIA STELLATA		
2-yr. Liners,		
6 to 8 ins.	35.00	300.00
2-yr. Liners,		
8 to 12 ins.	40.00	350.00
2-yr. Liners,		
12 to 15 ins.	45.00	400.00

MAGNOLIA GRANDIFLORA	100	1000
4 to 6 ins.	\$12.00	\$110.00
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
12 to 18 ins.	20.00	180.00
18 to 24 ins.	22.50	200.00
NANDINA DOMESTICA		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
OSMANTHUS SAN JOSE		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
PHOTINIA GLABRA		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
PINUS DENSIFLORA (Japanese Red Pine)		
6 to 8 ins., S. Trans.	10.00	90.00
8 to 12 ins., S. Trans.	12.00	110.00
PINUS HALEPENSIS (Aleppo Pine)		
4 to 6 ins., S.	6.00	50.00
6 to 8 ins., S.	7.50	60.00
8 to 12 ins., S.	10.00	90.00
PINUS THUNBERGI (Japanese Black Pine)		
6 to 8 ins., S. Trans.	10.00	90.00
8 to 12 ins., S. Trans.	12.00	110.00
PITTOSPORUM TOBIIRA VARIEGATA		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
VIBURNUM MACROPHYLLUM		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00

250 plants or more of one variety and size take the 1000 rate.

BLACKWELL NURSERIES, Semmes, Ala.

HESS' QUALITY GRAFTS FOR SPRING, 1961, DELIVERY

	10	100		10	100
<i>Acer palmatum atropurpureum</i> Bloodgood	\$7.50	\$65.00	<i>Fagus sylvatica asplenifolia</i>	\$6.50	\$55.00
<i>Acer palmatum atropurpureum</i> Oshio-Beni	7.50	65.00	<i>Fagus sylvatica fastigiata</i>	7.50	65.00
<i>Acer palmatum dissectum</i>	7.50	65.00	<i>Fagus sylvatica heterophylla</i>	6.50	55.00
<i>Acer palmatum dissectum atropurpureum</i>	7.50	65.00	<i>Fagus sylvatica pendula</i>	6.50	55.00
<i>Acer platanoides columnare</i>	7.50	65.00	<i>Fagus sylvatica riversi</i>	6.50	55.00
<i>Acer platanoides</i>	7.50	65.00	<i>Hamamelis mollis</i>	6.50	55.00
<i>Faassen's Black</i>	7.50	65.00	<i>Ilex aquifolium</i> , (female)	7.50	65.00
<i>Acer rubrum columnare</i>	8.50	75.00	<i>Ilex opaca femina</i>	7.50	65.00
<i>Acer saccharum monumentale</i>	8.50	75.00	<i>Hookstraw—Judge Brown—Miss Helen</i>	7.50	65.00
<i>Cedrus atlantica glauca</i>	8.50	75.00	<i>Ilex opaca mascula</i>	7.50	65.00
<i>Chamaecyparis obtusa compacta</i>	6.00	50.00	<i>Magnolia stellata</i>	7.50	65.00
<i>Chamaecyparis obtusa compacta nana</i>	6.00	50.00	<i>Magnolia stellata rubra</i>	7.50	65.00
<i>Chamaecyparis obtusa gracilis</i>	6.00	50.00	<i>Magnolia stellata</i>	7.50	65.00
<i>Cornus florida alba plena</i>	6.50	55.00	<i>Parrotia persica</i>	6.50	55.00
<i>Cornus florida pendula</i>	7.50	65.00	<i>Pinus cembra</i>	7.00	60.00
<i>Cornus florida rubra</i>	6.50	55.00	<i>Thuja orientalis aurea nana</i>	5.50	45.00
<i>Prosser (Red-flowering Dogwood)</i>	6.50	55.00	<i>Thuja orientalis conspicua</i>	5.50	45.00
<i>Cornus kousa chinensis</i>	6.50	55.00	<i>Thuja orientalis elegantissima</i>	5.50	45.00
			<i>Tsuga canadensis pendula</i>	7.50	65.00

GRAFTED SPECIALTY ITEMS—LIMITED QUANTITY

	Each		Each
<i>Acer palmatum roseomarginatum</i>	\$0.85	<i>Pinus bungeana</i>	\$0.80
<i>Acer palmatum Sagara-Nishiki</i>	.85	<i>Pinus parviflora glauca</i>	1.00
<i>Cornus florida welch</i>	1.00	<i>Pinus strobus fastigiata</i>	.80
<i>Fagus sylvatica purpureo-pendula</i>	1.00	<i>Pinus strobus nana</i>	.80
<i>Fagus sylvatica Tricolor</i>	1.00	<i>Pinus strobus pendula</i>	.80
<i>Magnolia cordata</i>	1.00	<i>Pinus sylvestris watereri glauca</i>	.80
<i>Magnolia sieboldi parviflora</i>	.85	<i>Pinus Tanyosho</i>	.80
		<i>Sophora japonica pendula</i>	.75

For list of Juniper grafts offered, see the December 1 or December 15 issues of the American Nurseryman.

Complete list of liners on request.

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Wayne, N. J.

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CALIFORNIA — ARIZONA

All the Leading Patented and Standard Varieties
and A.A.R.S. Winners

Price Schedule of Standard Varieties

GRADE	Each 10 to 240	Each 250 to 990	Each 1000 to 2490	Each 2500 to 5000	Each Over 5000
No. 1	\$0.60	\$0.58	\$0.56	\$0.55	\$0.54
No. 1½	.50	.48	.46	.45	.44

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Taxus capitata, 2-yr., S.
Taxus, transplants, 2 to 4 yrs.
Boston Ivy, 1-yr., S.
Red Barberry, 2-yr., S.

Write for list.

PETER BROUWER'S NURSERIES

24 Lester St. New London, Conn.

in zone 5, has been recommended for its rounded habit and orange-reddish bark, but it is really not much more ornamental than native American species.

albo-sinensis septentrionalis A.

alnoides C.

aurata B—A hybrid (*pendula* x *pubescens*), with white trunk.

borealis B.

borggreveana B—A hybrid (*pumila* x *papyrifera*).

chinensis C—Mostly shrubby.

coerulea B—A hybrid closely similar to *B. populifolia*, one of its parents.

coerulea-grandis B—Tree to 30 feet, native Nova Scotia to Quebec, Vermont and New Hampshire, zone 2. Our 55-year-old tree at the Arnold Arboretum is only 25 feet tall, has a good shape and might be substituted in planting as a small *B. papyrifera*.

concinna B.

coriacea C—Bark gray or grayish brown.

corylifolia B—Tree to 60 feet.

costata B—Tree to 100 feet; white bark.

delavayi C—Small tree or shrub.

ermani C—Tree to 60 feet; bark brownish white, but on upper side of branches it looks a dirty white.

fennica C—Shrub to nine feet.

forrestii C—Shrub to 15 feet.

fruticosa C—Shrub to 15 feet.

glandulifera C—Shrub to six feet.

glandulosa C—Shrub six feet tall.

globispica B—A 60-foot tree, bark whitish; native to Japan.

grossa—Tree to 80 feet, similar to *B. lenta*.

hallsii C—Closely related to *glandulifera*;

Oregon to Alaska and Yukon, zone 2.

humilis C—Shrub to 10 feet.

intermedia C—Shrub to nine feet.

jackii C—Shrub to nine feet.

jacquemontiana C—Shrub to nine feet.

koehnei B—A hybrid (*pendula* x *papyrifera*).

luminifera B—Tree to 60 feet, native to China; may have merit if it is tried over a large area.

lutea C.

lutea allegheniensis C.

lutea macrolepis C.

mandshurica—Synonym for *platyphylla*.

maximowicziana B—Tree to 100 feet; leaves larger than those of any other species, some seven inches long by five inches wide; hence, coarse in texture.

medwediewi B.

microphylla B—A tree with yellowish bark, native to central Asia.

middendorffii C.

minor B.

nana C—Shrub to one and one-half feet.

nana michauxii C—Shrub to one and one-half feet.

occidentalis B.

occidentalis fecunda A.

papyrifera commutata A.

papyrifera cordifolia A.

papyrifera humilis A.

papyrifera kenaica A.

papyrifera minor C—Shrubby.

papyrifera nealaskana A.

papyrifera occidentalis C—Brown bark, usually.

papyrifera pensilis A.

papyrifera subcordata A.

pendula dalecarlica B—Leaves deeply lobed.

pendula lobulata B.

pendula oycoviensis C—Shrubby.

pendula viscosa C—Shrubby.

platyphylla B.

populifolia laciniata—This was named from a single tree found on Mount Penn, Berks county, Pennsylvania, in 1943. Whether or not it was propagated or is still in existence I do not know.

[Concluded on page 72]

New from Swift & Company for full-time garden supply dealers only

A new, pretested, proved line of lawn products

NEW VitoGRO

...the guaranteed way to FEED • WEED • CONTROL CRABGRASS

A lawn-care products line that will be sold:

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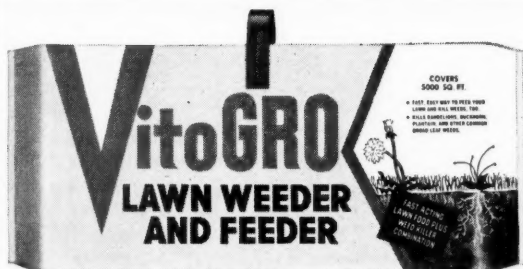
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- And early shipment incentives



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- One fast, easy application does both jobs
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Seedlings and Transplants for Spring

Scotch Pine	Per 100	Per 1000
2-yr., S., 2 to 4 ins...	\$ 1.50	\$ 7.50
2-yr., S., 4 to 8 ins...	2.00	20.00
3-yr., S., 6 to 12 ins...	4.00	20.00
3-yr., S., 8 to 14 ins...	4.00	20.00
3-yr., S., 10 to 18 ins...	5.00	25.00

French Scotch		
2-yr., S., 1 to 3 ins...	1.50	7.50
2-yr., S., 3 to 6 ins...	4.00	20.00
3-yr., S., 6 to 13 ins...	5.00	25.00
4-yr., S., 12 to 20 ins...	8.00	40.00
(2-3), T., 6 to 10 ins...	10.00	50.00
(2-3), T., 10 to 15 ins...	16.00	75.00
(2-3), T., 15 to 18 ins...	25.00	....

Spanish Scotch		
2-yr., S., 1 to 3 ins...	1.50	7.50
2-yr., S., 3 to 6 ins...	4.00	20.00
2-yr., S., 4 to 8 ins...	5.00	25.00
3-yr., S., 6 to 12 ins...	5.00	25.00

Austrian Pine		
2-yr., S., 1 to 3 ins...	1.50	7.50
2-yr., S., 3 to 5 ins...	3.00	15.00
3-yr., S., 8 to 15 ins...	6.00	30.00

White Pine		
2-yr., S., 1 to 2 ins...	2.00	10.00
2-yr., S., 2 to 5 ins...	3.00	15.00
3-yr., S., 4 to 8 ins...	7.00	....

Mugho Pine, true dwarf		
3-yr., S., 1 to 3-in. height or spread	7.00	35.00
(2-4), T., 10 to 18 ins., \$1.00 each		

Douglas Fir (glauca)		
3-yr., S., 2 to 4 ins...	3.00	15.00
3-yr., S., 4 to 8 ins...	6.00	30.00
4-yr., S., 3 to 5 ins...	4.00	20.00
4-yr., S., 5 to 10 ins...	8.00	40.00
5-yr., S., 8 to 15 ins...	15.00	....
(2-2), T., 3 to 7 ins...	10.00	....
(2-3), T., 7 to 12 ins...	20.00	....

Concolor Fir		
3-yr., S., 2 to 4 ins...	3.00	15.00
3-yr., S., 4 to 8 ins...	8.00	40.00
4-yr., S., 7 to 12 ins...	12.00	....

Balsam Fir		
3-yr., S., 1 to 3 ins...	3.00	15.00
3-yr., S., 3 to 5 ins...	6.00	30.00
(2-2), T., 4 to 8 ins...	15.00	....

Fraser Fir		
2-yr., S., 1 to 2 ins...	4.00	....

Colorado Blue Spruce		
3-yr., S., 2 to 4 ins...	2.00	12.50
3-yr., S., 4 to 8 ins...	5.00	25.00
4-yr., S., 6 to 10 ins...	8.00	40.00
4-yr., S., 10 to 16 ins...	13.00	65.00
(3-2), T., 3 to 6 ins...	10.00	50.00
(3-2), T., 6 to 12 ins...	20.00	90.00
(3-2), T., 12 to 15 ins...	50.00	....

White Spruce		
3-yr., S., 2 to 4 ins...	2.00	12.50
3-yr., S., 4 to 8 ins...	5.00	25.00
4-yr., S., 8 to 12 ins...	7.00	35.00
(2-4), T., 6 to 12 ins...	13.00	65.00
(2-4), T., 12 to 18 ins...	20.00	100.00
(2-4), T., 18 to 24 ins...	30.00	150.00

Black Spruce (Picea mariana)		
3-yr., S., 2 to 4 ins...	2.00	12.50
3-yr., S., 4 to 8 ins...	4.00	20.00

Black Hills White Spruce (Picea glauca densata)		
3-yr., S., 1 to 3 ins...	2.00	12.50
3-yr., S., 3 to 6 ins...	5.00	25.00
4-yr., S., 6 to 12 ins...	8.00	40.00

Engelmann Spruce		
3-yr., S., 1 to 3 ins...	2.00	12.50
3-yr., S., 3 to 6 ins...	4.00	20.00
3-yr., S., 6 to 10 ins...	7.00	35.00

Norway Spruce		
2-yr., S., 2 to 4 ins...	2.00	10.00
2-yr., S., 4 to 8 ins...	4.00	20.00
3-yr., S., 6 to 10 ins...	5.00	25.00
3-yr., S., 10 to 14 ins...	7.00	35.00
4-yr., S., 14 to 20 ins...	10.00	50.00
(2-2), T., 3 to 6 ins...	8.00	40.00
(2-2), T., 6 to 12 ins...	13.00	65.00
(2-2), T., 10 to 20 ins...	25.00	....

American Arborvitae		
3-yr., S., 2 to 4 ins...	4.00	20.00
3-yr., S., 4 to 8 ins...	7.00	35.00

Canadian Hemlock		
2-yr., S., 1 to 3 ins...	5.00	....
(3-2), T., 4 to 8 ins...	16.00	75.00
(3-2), T., 8 to 12 ins...	25.00	125.00
(3-2), T., 10 to 14 ins...	35.00	....

Taxus cuspidata capitata (Upright Pyramidal)		
3-yr., S., 1 to 3 ins...	10.00	50.00
3-yr., S., 3 to 8 ins...	15.00	....
Cash or 25% deposit. Balance C.O.D. 500 at 1000 rate.		

Write for discount on large orders.

ROOTSPRED TREE PLANTER

populifolia pendula—This variety, if it still exists, is unknown to me. The one nurseryman who had listed it took a second look and decided he did not have it after all. If any plants of outstanding appearance are known to exist, I should welcome information about them.

populifolia purpurea B—Leaves recorded as purplish only when young.

potanini C—Shrub to nine feet.

pubescens B—Tree to 60 feet.

pubescens carpatica B.

pubescens tortuosa B.

pubescens urticifolia A.

pumila C—Shrub to 15 feet.

purpusi B—A hybrid (glandulifera x lutea).

raddeana B.

sandbergi B—Often shrubby.

schmidtii C—Tree to 90 feet.

turkestanica C—Similar in general appearance to B. populifolia.

utilis B—Tree to 60 feet.

utilis pratti A—Tree to 60 feet.

verrucosa—Synonym for B. pendula.

EASTERN MEETING

[Continued from page 12]

The home lawn bulletin released by Cornell University has the biggest distribution of any bulletin.

Sterling Forest Gardens

Rounding out the presentations, Paul Frese discussed the subject "Changing Times in Modern Gardens for Public Viewing." He related that the establishment of Sterling Forest Gardens was financed by an investment house as the first project in the development of a 20,000-acre community.

Opened May 1 of last year, the gardens feature hexagonal display beds containing 2,000 tulip bulbs, 150,000 annual plants and 6,000 begonias and caladiums. The plants give a succession of bloom, with 18,000 chrysanthemum plants providing the finale.

Showing slides in color of the gardens, he stated that well over 1,000,000 bulbs are on display. An additional 800,000 bulbs given by the Dutch bulb industry will be planted this year to give that industry its largest showcase in the world.

Hundreds of rhododendrons and azaleas have been added to the native mountain laurel to provide a background for the flowering plants. The 2-acre rose garden is edged with hyacinths in the early spring, the bulbs being replaced first with pansies and then with sweet alyssum. In the other gardens the seasonal display is begun with tulips, continued with tuberous begonias and coleus and concluded with chrysanthemums.

In the iris valley, 15,000 tall bearded iris are grouped in blocks of color, along with collections of marigolds and lilies. The garden club pavilion is located at the top of the iris val-

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Taxus	Magnolia
Hemlock	Dogwood
Pieris	Cotoneaster
Rhododendron	Pyracantha
Azalea	Viburnum

All Sizes

All Stock Certified for

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Phone: BAYport 8-0811

Nursery Price List

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SEEDLINGS

**It pays to plant
The Best**

**Excellent Root
Systems, Hardy
ORDER NOW!**

*Grown at High Altitude—In the Heart of the Original Pine Forests
In Indiana County—The Capital of the Christmas Tree World*

We grow and sell hundreds of thousands of evergreen seedlings each year. We have always been sold out before the first of April. We suggest that you order early for our seedlings.

PINE SEEDLINGS

SCOTCH PINE, French Auvergne

	Per 100	Per 1000
2-yr., 2 to 4 ins.....	\$ 2.00	\$ 7.50
2-yr., 4 to 8 ins.....	3.50	22.50
3-yr., 8 to 12 ins.....	4.50	30.00
4-yr., 12 to 16 ins.....	8.00	50.00

SCOTCH Pine, Spanish

	Per 100	Per 1000
2-yr., 2 to 4 ins.....	2.00	7.50
2-yr., 4 to 8 ins.....	3.50	22.50
3-yr., 8 to 12 ins.....	4.50	30.00

The above strains are short needle and good color. These strains are among the best for Christmas trees.

SCOTCH PINE, German

	Per 100	Per 1000
3-yr., 8 to 12 ins.....	4.50	20.00
3-yr., 12 to 18 ins.....	6.00	25.00

SCOTCH PINE, Riga

	Per 100	Per 1000
2-yr., 2 to 4 ins.....	2.00	7.00
2-yr., 4 to 8 ins.....	3.50	22.50

The above two strains have approximately a 2-in. needle with proper branch angle. Also good for Christmas trees.

WHITE PINE

	Per 100	Per 1000
2-yr., 3 to 5 ins.....	3.00	15.00
2-yr., 4 to 7 ins.....	4.00	25.00
4-yr., 5 to 8 ins.....	5.00	30.00
4-yr., 8 to 14 ins.....	7.00	40.00

Soft needle, straight stem, fast growing. For Christmas trees, ornamentals, windbreak and timber.

AUSTRIAN PINE

	Per 100	Per 1000
2-yr., 2 to 4 ins.....	3.00	15.00
2-yr., 4 to 8 ins.....	4.00	25.00
3-yr., 7 to 9 ins.....	5.00	27.50
3-yr., 9 to 12 ins.....	7.00	30.00

Long needle. Used for highway planting, windbreaks, Christmas trees and ornamentals.

RED OR NORWAY PINE

	Per 100	Per 1000
3-yr., 3 to 5 ins.....	3.00	15.00
3-yr., 5 to 10 ins.....	4.00	25.00

A fine tree with long dark needles. Best for background or screen planting. Very easily grown in most types of soil.

PONDEROSA PINE

	Per 100	Per 1000
3-yr., 7 to 9 ins.....	2.00	15.00
3-yr., 9 to 14 ins.....	4.00	20.00

One of the longest needle pines and light in color. Colorado seed origin.

MUGHO PINE, Tyrolean

	Per 100	Per 1000
3-yr., 5 to 8 ins.....	3.00	22.50

Dwarfest of Mugho Pines. Sheared and well budded.

SPRUCE SEEDLINGS

NORWAY SPRUCE

	Per 100	Per 1000
2-yr., 4 to 6 ins.....	\$ 3.00	\$15.00
2-yr., 6 to 9 ins.....	4.00	20.00
3-yr., 8 to 12 ins.....	5.00	25.00
3-yr., 12 to 16 ins.....	6.00	35.00
4-yr., 14 to 20 ins.....	10.00	40.00

Our species of Norway Spruce is one of the best we know of. Very good for Christmas trees and timber. Has good color and fast grower.

BLACK SPRUCE, Mariana

	Per 100	Per 1000
3-yr., 5 to 7 ins.....	4.00	20.00
3-yr., 7 to 12 ins.....	5.00	25.00
3-yr., 12 to 14 ins.....	6.00	30.00

Black Spruce has a finer needle, good color. Shapes compact with little attention.

WHITE SPRUCE

	Per 100	Per 1000
2-yr., 3 to 5 ins.....	3.00	15.00
3-yr., 5 to 9 ins.....	5.00	20.00
4-yr., 12 to 20 ins.....	8.00	30.00

White Spruce requires very little shaping. Short needles and bluish-gray color. Good for ornamentals and one of the best for Christmas trees.

COLORADO BLUE SPRUCE

	Per 100	Per 1000
2-yr., 2 to 4 ins.....	2.00	15.00
2-yr., 4 to 7 ins.....	4.50	25.00
3-yr., 8 to 12 ins.....	6.00	30.00
4-yr., 12 to 14 ins.....	15.00	100.00

The old stand-by. Best for ornamentals, also used for Christmas trees. Our seed from collected blue trees. We have had comments from many growers recommending these seedlings for quality and color.

NO ENGELMANN SPRUCE THIS SEASON

CHESTNUT SEEDLINGS

	Per 10	Per 100	Per 1000
CHESTNUT, Ching-Chow			
1-yr., 10 to 18 ins.....	\$3.00	\$20.00	\$ 75.00
2-yr., 18 to 24 ins.....	4.00	30.00	100.00
2-yr., 24 to 36 ins.....	6.00	40.00	150.00

Blight-resistant. Chinese strain. Nearest to the native nut flavor.

NO TRANSPLANTS OF ANY SPECIES AVAILABLE

All stock offered subject to prior sale.

We guarantee all stock represented herein for size and quality, or your money will be cheerfully refunded. Because of many conditions beyond our control, such as delay in shipment, mishandling on arrival, etc., we cannot guarantee survival of seedlings.

ORNAMENTALS: We do not have any ornamentals of any kind or species, balled or bare root.

OUR SEEDLINGS are grown under natural conditions. It has not been necessary for us to force our growing through irrigation or watering of any kind. We endeavor to make our seedlings hardy and able to withstand drought. We do not raise them on beefsteak and expect our customers to grow them later on water and crackers.

QUANTITY DISCOUNT FURNISHED ON REQUEST

TERMS OF SALE: All prices are F.O.B. Indiana, Pa. Stock is shipped C.O.D. parcel post or by express. State preference when ordering. All orders must be accompanied by full payment or by 25% deposit with balance before shipment or C.O.D. or satisfactory credit reference.

SCHROTH'S NURSERY

R. D. 2 **Clymer, Pa.**



INVITATION... *Glorious beauty, and with fragrance, too*

A rose like Invitation comes along but rarely. And when it does, it is an Invitation... an invitation for all to see, to admire, and to own. Invitation has large, robust blooms (up to 5 inches across) of rich, salmon-orange. The plant itself, which is beautifully compact and bushy, becomes a perfect pedestal for a perfect rose. Add to this a lingering, spicy kind of fragrance and you have a real best seller. H. T. (Swim.) Pl. Pat. App. For.



SUSPENSE

Here's a rose so new, so magnificent that it's destined to become a favorite. Giant blooms (up to 6 inches across) of rich red plush underlaid with soft, chamois-skin textured yellow can only be admired in astonishment. H. T. (Meiland.) Pl. Pat. 1944.

Also new from Star Roses: Fascinating—Bi-Color H.T.; Vassar Centennial—Peach H.T.; and Polka—Double Pink Floribunda. Send direct to Conard-Pyle for 27" x 30" wall poster showing 16 Roses of Distinction in "Living Color."



SIMONE

New, Different, Intriguing... that's Simone, the newest and best yet of the lavender roses. Tremendous 6-inch blooms of cool, clear orchid-like color make Simone a "must" rose for every rose lover. H. T. (Mallerin.) Pl. Pat. 1847.

ORDER FROM YOUR GROWER or write to:
 GROWERS OF THE FAMOUS STAR ROSES



QUALITY LINERS

	Per 100
Mugho Pine, dwarf type	
4-yr., 3 to 5 ins., T.	\$15.00
Douglas Fir, blue	
5 to 10 ins., T.	15.00
Colorado Blue Spruce	
5 to 10 ins., T.	17.50
Canadian Hemlock	
4-yr., 5 to 12 ins., T.	20.00

Send for New Spring List

POSSUM HOLLOW NURSERIES

6909 Henley St.
 Philadelphia 19, Pa.

SPECIMEN TREES... RARE TREES COMMON TREES

A convenient source in north Jersey is
HIDDEN VALLEY NURSERY
 Hubert Van Duyn, Owner
 150 Sassafra Place, Gillette, N. J.
 25 miles west of New York City
 Phone: Millington 7-1158

LINERS

Taxus, 1 and 2-yr.; Hydrangea Hills of Snow, Cydonia japonica, Red-leaved Barberry, Forsythia Spring Glory, etc.

BROUWER'S NURSERIES

P. O. Box 25 New London, Conn.

GROWER OF ORNAMENTAL EVERGREENS

Taxus, Azaleas, Ilex, Magnolias, Pyracantha, Boxwood, Pieris, Viburnum, Flowering Crab Apple, Flowering Cherry, etc.

Price list sent on request.

WOODFERN NURSERY

Woodfern Rd., Neshanic Station, N. J.
 Phone: FO 9-4284 - 4108

DOUGLAS FIR

B&B

	Per 10	Per 100
2 to 3 ft.	\$35.00	\$300.00
3 to 4 ft.	45.00	400.00
4 to 5 ft.	50.00	450.00

FRASER FIR

Seedlings

	Per 1000
3-yr., 4 to 7 ins.	\$45.00

ECCLES CHRISTMAS TREE FARMS

Box 65 Rimersburg, Pa.

LITTLE TREE NURSERIES

Rowley, Mass.

- Quality Landscape-Size Stock
- Hybrid Rhododendrons
- Taxus and others

SEEDLINGS AND TRANSPLANTS

Pines, Spruces, Firs, Hemlocks, etc.

Write for new price list.

PINE GROVE NURSERY

R. D. No. 3 Clearfield, Pa.

QUALITY STOCK GROWN BY US

Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.

DANEGGER'S HI-WAY NURSERY, INC.

P. O. Box 336 MILFORD, DEL.

ley. In the past year 600 Pacific Hybrid delphinium plants in pots were planted. Four waterways in the garden are banked with hemerocallis and marigolds. Also an extensive perennial garden has been completed.

Large masses of certain varieties of plants are used to give color effect. Mr. Frese believes amateur gardeners do not plant enough of one variety of a plant together to obtain the full benefit of color. He added that a collection of newer woody ornamental plants is being added to the garden this coming spring. Mr. Frese concluded by relating that Sterling Forest Gardens will open April 22 this year.

Tuesday evening the annual reception was held in the Roosevelt ballroom, with flowers for the ladies and refreshments and hors d'oeuvres for all.

Business Meetings

Starting off the Wednesday morning activities, a general meeting of region I, A. A. N., was held. After the election of officers as previously reported, Louis Wissenbach, Squirrel Hill Nursery, Pittsburgh, Pa., presented a resolution that a further study of the A. A. N. dues increase voted at last year's convention be made by an appointed committee, as it puts a burden on a few members. Mr. Godin suggested that the region again recommend Boston as the site for the 1964 convention.

Next on the program was the annual meeting of the E. R. N. A. Subsequent to the treasurer's report, which showed a balance on hand of \$7,427.58 in cash and receivables as of December 31, the officers and directors were elected as previously reported. Next the amendment to increase the number of directors was approved and a discussion arose on changing the name of the association.

Continuing the convention theme, a panel discussion titled "Changing Times in the Nursery Industry," was heard. Presiding was Sidney B. Hutton, Jr., Conard-Pyle Co., West Grove, Pa., who introduced A. A. N. President Bailey as the first speaker.

President Bailey called attention to the increased activities of the A. A. N., the nematode conference and the recent regulatory and legislative conferences. He stated that a second advanced management conference would be held at Minnowbrook Lodge in the Adirondacks June 18 to 24 and that management conferences would again be held at Sagamore and Arrowhead on August 13 to 18. As enrollees are limited to 60 persons, he urged member

WHALEHIDE NURSERY POTS!

are superior to and cheaper than any other comparable nursery pot.



Thousands of progressive nurserymen and agricultural concerns all over the world are now using Whalehide containers at the rate of many millions a year. Here are some of the reasons for the truly

Phenomenal success of Whalehide Pots

They have been found far superior to metal containers because iron is heat and cold conductive. Thus, the tender roots nestled against the solid iron container wall in summer are apt to quickly dry up and in winter to freeze. Whalehide containers to the contrary being made of nonconductive material give both winter and summer root protection. These are facts obvious to any unbiased observer.

All Whalehide containers have adequate holes and slices in the bottom to ensure proper moisture circulation. Compare this important feature for proper root development with bottom structure of other types of containers.

LIGHT, DURABLE and TOUGH. YET THEY COMPLETELY DISINTEGRATE WHEN PLANTED WITH THE PLANT.

Made from reinforced vegetable fiber with nitrogen added, differing radically from the conventional metal and clay pots, the insulation qualities of Whalehide Pots help to protect your plants against heat and cold . . . keep their roots cool and moist longer. With normal use and watering the Grow Pot type (heavy weight) will last from 9 to 15 months aboveground . . . the Propagating Pot (medium weight) from 3 to 4 months. Openings in bottom insure adequate drainage and root development.

OVER 400 PER CENT MORE PRODUCTION PER ACRE. LESS WEEDING . . . LESS WATERING . . . LESS SPRAYING . . . LESS EVERYTHING

By using Whalehide Pots your plants remain aboveground and are placed close together. For example—by using this method, the great Layritz Nurseries of British Columbia now grow the same number of roses in one-half acre that formerly took 3 acres to grow. Think of the saving in space—watering—weedingspraying!

FOR SHRUBS, ROSES, PERENNIALS, ANNUALS, SMALL TREES. 12 DIFFERENT SIZES . . . 3 DIFFERENT WEIGHTS

	Size across top.	Per 1000
Whalehide Transport Pots (light)	2 1/4 -in., with bottom	\$ 6.10
	3 -in., with bottom	7.70
	3 1/2 -in., with bottom	9.15
Whalehide Propagating Pots (medium), green or black	2 1/4 -in., with bottom	8.50
	3 -in., with bottom	8.95
	3 1/2 -in., with bottom	10.75
	4 1/4 -in., with bottom	14.05
	5 -in., with bottom	16.25
	6 1/4 -in., with bottom	20.75
Whalehide Grow Pots (heavy), red	3 -in., with bottom	28.90
	3 1/2 -in., with bottom	31.75
	4 1/4 -in., with bottom	36.00
	5 -in., with bottom	41.50
	6 1/4 -in., with bottom	47.00
	7 1/2 -in., with bottom	52.50
	9 -in., with bottom	69.25
	9 1/2 -in., with bottom	75.75
	7 1/2 -in., without bottom	41.50
	9 -in., without bottom	50.75
	9 1/2 -in., without bottom	58.00
	10 -in., reinforced bottom	now in
	12 -in., reinforced bottom	production

Special, 1 3/4 x 2 1/2 -in., without bottom (medium) 5.25

Sweet Pea Propagating Pots, 2 1/4 x 5 -in. (medium) 11.25

Ring Culture Pots—Unstitched, packed flat, interlocking tabs for quick assembly 52.25

Delivered Canada and U. S. A., nearest dockside. Free delivery on all orders over 4000 lbs. weight.

PRODUCES HEALTHIER PLANTS, CUTS LABOR COST TO LESS THAN HALF

Think of it! No more bedding out . . . no transplanting . . . less tedious weeding . . . no digging up and baling and wrapping, with the inevitable plant setbacks and danger.

NESTED, COMPLETELY ASSEMBLED, READY FOR USE

Conveniently nested, they require minimum storage space . . . are always ready for immediate use.

POOR SOIL, NO HANDICAP

Yes! With Whalehide Pots you can grow the finest plants anywhere . . . on gravel, sawdust, sand. All it takes is good topsoil in the containers.

NOW, WITH WHALEHIDE POTS YOU'LL GREATLY INCREASE YOUR PROFITS . . . SELL YOUR PLANTS EVERY MONTH OF THE YEAR . . . WITH ABSOLUTE SAFETY

Because Whalehide Pots completely disintegrate underground, there's no messy handling for your customers—they just slip the pots and all right into the ground. Roots are never disturbed, plants are never set back. So, sell your stock every month of the year with confidence—put on special promotions when the plants are in full bloom, when they're most desirable . . . reap more profits—switch to Whalehide Pots right away. You'll be glad you did.

WRITE FOR QUANTITY DISCOUNTS.

WRITE FOR FREE INFORMATIVE BOOKLET TO ADDRESS BELOW

ORDER A SAMPLE SET RIGHT AWAY

☐ I enclose \$2.00 in U. S. currency. Please forward sample set of Whalehide Nursery Pots (postage prepaid) to the following address:

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ADDRESS

CITY ZONE STATE

☐ Please send free informative booklet describing advantages of Whalehide Pots.

LAYRITZ PRODUCTS

4362-68 Wilkinson Rd. Victoria, B. C., Canada

U. S. A. WEST COAST DISTRIBUTOR:

Neil A. Maclean Co. Inc.
1336 Industrial Way, Box 853,
Belmont, Calif.

U. S. A. EAST COAST DISTRIBUTOR:

CONRAD FAFARD, INC.
P. O. Box 774,
Springfield, Mass.

WILMAT HOLLY LINERS

1-Yr.

Choice Selected Stock from 2½ to 3-in. pots.

Potted January, 1960

ILEX OPACA	Per 100
Arden	\$45.00
Cardinal	45.00
Clark	45.00
Draper	45.00
Farage	45.00
Manig	45.00
Merry Christmas	45.00
Selected Heavy Fruiter	45.00
Old Heavy Berry	50.00
Males	45.00

CHINESE HOLLY

AQUIPERNYI, male and female	40.00
AQUIPERNYI Brilliant	40.00
Cornuta, male and female	40.00
Pernyi, male and female	40.00
Cornuta rotunda	40.00
Pedunculosa, male and female	40.00

ILEX AQUIFOLIUM

Alcicornis	45.00
Fisheri	45.00
Fisher, male	45.00
Fox, male	45.00
Pyramidalis, male	45.00
Robinson, male	45.00
Altaclarensis	50.00
W. J. Bean	55.00
Jan van Tol	55.00
Dr. Kassab	55.00
Recurva	55.00
Rederly	55.00
Sauder Special	55.00
Smithiana	55.00
Argentea marginata (Silver Queen)	65.00
Ciliata Major	50.00

25 of any one variety at the 100 rate. Special prices on lots of 1000. 5 per cent discount on above prices. Most of the above varieties available in 4-in. pots. Write for prices. Greenhouses located in Old Laurel Hill cemetery, 35th St. and Ridge Ave., Philadelphia, Pa.

Descriptive TRADE LIST on request. Mailing address:

WILMAT HOLLIES

Gladwyne, Pa.

Samuel S. Sauder, owner

CASTANEA MOLLISSIMA

(Chinese Chestnut)

Blight-resistant Chinese Chestnut trees raised from a heavy-bearing strain originally obtained from the U. S. D. A. and now generally known as the Hemming strain.

	Per 10	Per 100	Per 1000
1-yr., 18 to 24 ins. \$ 4.00	\$35.00	\$325.00	
2-yr., 2 to 3 ft.	7.00	65.00	600.00
3 to 4 ft.	10.00	85.00	750.00
4 to 5 ft., \$2.00 each.			

We have a nice supply of these, about 10,000 1 and 2-yr. trees. We also have some large specimens for landscape use.

EASTERN SHORE NURSERIES, INC.
P. O. Box 743 Easton, Md.

nurseries to sign up soon. President Bailey concluded by stating that he thinks nursery business will be good in 1961.

Highway Landscaping

Talking on the advances made in highway landscaping or roadside development was Valteau Curtis, past president of the A. A. N. He said that in the past two years public officials and highway engineers have become much more inclined toward landscaping of highways. This has been particularly pronounced in the northeast section of the United States.

Mr. Curtis urged nurserymen to use their civic influence to further landscaping of highways near residential areas, pointing out how it will keep up property values. He remarked that when highway departments are staffed with competent landscape architects, landscaping is usually included in highway construction. Illustrating how small nurseries can benefit from the program, he said that in numerous cases specified materials in certain sizes were available only in small nurseries.

Mentioning the 1964-65 World's Fair to be held at New York, he said that highways will be reconstructed to provide easy access and that these will be landscaped. Also, each building erected at the fair will be landscaped.

Completing the panel was Dr. Richard P. White, A. A. N. executive vice-president. He emphasized the importance of recognizing changes in economic conditions in this era of mass merchandising. Pointing out the need for co-operation between groups with like interests, he said the nursery industry must work in partnership with regulatory officials.

It is necessary to reappraise our attitudes politically, said Dr. White. There is a trend toward liberalism, but what seemed to be ultraliberal turns out to be less liberal than we anticipated. The new administration will push for liberalization of the wage and hour laws and probably will be successful. Therefore, nurserymen will have to adjust to meet the rising costs of labor.

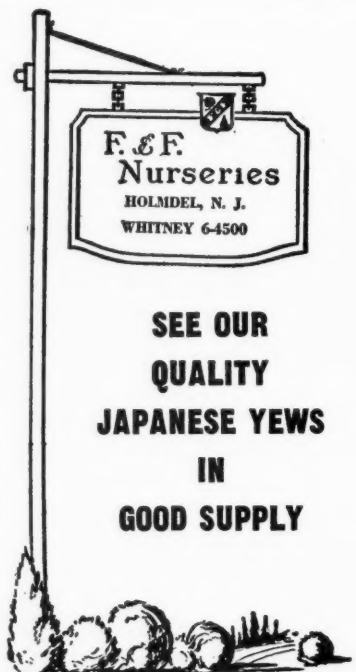
Housing and the highway program will be pushed by the new administration, which will also increase public works projects, believes Dr. White. Attempts will be made to advance parcel-post and third-class postage rates.

At Wednesday's luncheon, Frank BonGiorno, Suburban Nurseries, Hempstead, N. Y., president of the

HOUTZDALE TREE NURSERY

R. D. 1, Box 80C, Houtzdale, Pa.

	Per 100	Per 1000
French Scotch Pine		
3-yr., S., 6 to 8 ins.	\$5.00	\$17.00
3-yr., S., 8 to 14 ins.	7.00	22.00
Austrian Hill Scotch Pine		
3-yr., S., 6 to 10 ins.	6.00	16.00
3-yr., S., 10 to 16 ins.	7.00	20.00
Red Pine		
3-yr., S., 6 to 8 ins.	5.00	18.00
3-yr., S., 8 to 10 ins.	7.00	25.00
White Pine		
3-yr., S., 6 to 8 ins.	5.00	18.00
3-yr., S., 8 to 10 ins.	7.00	30.00
Austrian Pine		
3-yr., S., 8 to 10 ins.	5.00	17.00
3-yr., S., 10 to 16 ins.	7.00	22.00
Colorado Blue Spruce		
3-yr., S., 6 to 8 ins.	6.00	22.00
3-yr., S., 8 to 12 ins.	8.00	30.00
Norway Spruce		
3-yr., S., 6 to 8 ins.	6.00	20.00
3-yr., S., 8 to 12 ins.	7.00	25.00
3-yr., S., 10 to 14 ins.	8.00	30.00
Douglas Fir, blue		
3-yr., S., 6 to 8 ins.	6.00	22.00
3-yr., S., 8 to 12 ins.	8.00	25.00
Concolor Fir		
3-yr., S., 4 to 6 ins.	6.00	20.00
3-yr., S., 6 to 8 ins.	7.00	25.00
3-yr., S., 8 to 12 ins.	9.00	40.00
Mugho Pine		
3-yr., S., 4 to 6 ins.	5.00	20.00
4-yr., S., 5 to 7 ins.	6.00	24.00



**SEE OUR
QUALITY
JAPANESE YEW
IN
GOOD SUPPLY**

DECIDUOUS AND EVERGREEN TREES AND SHRUBS

Outstanding assortment.
Write for Wholesale Price List.
LOVETT'S NURSERY, INC.
LITTLE SILVER, N. J.

SHEPARD NURSERIES

Growers and Distributors of
ORNAMENTAL NURSERY STOCK
Truckloads only, no boxing.
60 acres growing. Skaneateles, N. Y.

FOR BETTER PLANTS

at competitive prices



Block of *Taxus brevifolia*. One of many blocks of the better types of yews available in great quantities for fall and spring. Spreading varieties, 15 to 18 ins. to 5 ft. Upright varieties, 2 to 5 ft.

One of several blocks of *Rhododendron Hybrids*. Pictured here: 2 to 2½ ft. Own root, named varieties grown in full sun. All colors. Sizes from 15 to 18 ins. to 5 ft. in quantity.



Ilex convexa, 2½ to 3 ft. pictured here. Other sizes: 12 to 15 ins. to 4-ft. spread. Upright *I. pyramidalis* and *I. microphylla* to 6 ft. high. Also named varieties of *Ilex opaca*, *I. aquifolium* and *I. cornuta*, 2 to 8 ft.

Write for complete list. Please use business stationery.

ANGELICA NURSERIES

Growers of Fine Plants

Mail address and office:
R. D. No. 1, Mohnton, Pa.
Phone: Reading, SP 7-3831

Nurseries:
Angelica (near Reading), Pa.
Chesterville, Kent Co. (Eastern Shore), Md.

ENKIANTHUS CAMPANULATUS

For those desiring a different kind of plant for the shrub border or ericaceous plantings we recommend Enkianthus campanulatus. Red stems, dark green leaves, cream to pink, bell-like flowers, that are useful for flower arrangements and a scarlet fall foliage. 8 to 12 ins., T. \$15.00 per 100

PIERIS JAPONICA

The most beautiful broad-leaved evergreen of all. In summer the color of the foliage is always changing: first red, then pale green and then dark green. In August the flower buds form in graceful racemes for next spring's flowers. White Lily-of-the-Valley flowers appear with the first warm weather, and flowers often last 6 weeks. Grows well in sun or shade. Makes a nice contrast with Azaleas and Rhododendrons.

4 to 6 ins., T. Each
6 to 8 ins., T. 15c
8 to 10 ins., T. 20c

WHITE BIRCH

Betula Alba Seedlings

12 ins., \$15.00 per 100; 25 at 100 rate.

ILEX BULLATA

A very choice, very hardy, now-growing evergreen, with shiny, dark green, convex boxwood-like leaves. Grows fast into money, up to 2 ft., and there slows down. Ultimate size 3 ft. high and 4 ft. wide. Easier to grow than Yews and can be used in sun or shade. Sells on sight. Grows very dense and contrasts well with other evergreens. Makes the perfect low hedge.

Each
6 to 8 ins., T. 15c
8 to 10 ins., T. 20c

Send for list of other unusual plants.

ALANWOLD NURSERY

Neshaminy, Bucks Co., Pa.

CHINESE CHESTNUTS

Your customers will need trees as they homestead the new "Kennedy Frontiers." Stock up now on old Republican prices. Order early so they can take along.

Each
8 to 10 ft., ¾ to 1-in. cal. 25 to 100
10 to 12 ft., 1½ to 2½-in. cal. 3.50
12 to 15 ft., 2 to 3½-in. cal. 4.00

Loaded on your truck or packed at cost.
50c less to dig yourself.

TERMS: 25% down, balance before shipping unless credit established.

NUT TREE NURSERIES

R. D. No. 1 Downingtown, Pa.
Phone: Andrews 9-3296

EVERGREENS

300 acres of choice Evergreens

ready for immediate resale

Write for list.

GARDNER'S NURSERIES, Inc.
ROCKY HILL, CONN.

HAVE YOU TRIED PERENNIALS? by C. H. Potter. Important information for the grower. 160 p., illus. \$3.00.

American Nurseryman

Chicago 4

New York State Nurserymen's Association, was presented a gavel by George Hren, Hren's Nurseries, Huntington Station, L. I., N. Y., on behalf of the Long Island Nurserymen's Association. After presentation of the A. A. N. landscaping awards as previously reported, the luncheon speaker, the Hon. Emma Alden Rothblatt, deputy commissioner of commerce, New York city, was introduced. Having been instrumental in advancing the "Salute to the Seasons" planting program in New York city, she stated that the widow of Albert Lasker started the idea. Mayor Wagner adopted the program, and additional plants and floodlighting of structures have been accomplished.

Every spring and fall, ceremonies are held on the steps of the Public Library. Last year a Japanese garden was installed in front of the library. This year cherry trees grace the entrance. Even some of the taxicab drivers have been organized to point out plants on the streets of New York. April 26, two Italian gardens will be opened on the steps of the Public Library to celebrate the Italian centennial festival.

Heard with close interest that afternoon were the results of the north-eastern marketing survey conducted in 1958 and 1959 to determine "Why and How Do People Buy Nursery Stock?" Dr. Ronald Gatty, assistant professor of agricultural economics, Rutgers University, New Brunswick, N. J., who was in charge of the survey, discussed the topic. After this presentation, Joseph Goeke, Opinion Research Corp., Princeton, N. J., discussed the subject, "How Does Your Customer See You?" Summaries of these two presentations will appear in a later issue.

Always a popular feature of the eastern convention is the plant forum, and this year's program was no exception. Wednesday evening, William Flemer III led the discussion in the absence of Owen Schmidt, F. D. Moore & Sons, Narberth, Pa., who was unable to be in attendance. The subject was, "Can You Build Sales with Unusual Plants?" A full account of this session will appear in a later issue.

Building Markets

Pointing out ways in which the American Association of Nurserymen builds markets for the nursery industry was Howard P. Quadland, director of public information for the A. A. N., speaking on the Thursday morning program. Marketing information and its application in a creative manner are great needs in the industry, he said, and nursery

CHAPMAN'S NURSERY

553 Church St. Indiana, Pa.

Per 100 Per 1000

Scotch Pine

(2-0), 2-yr., S., 4 to 8 ins. \$ 3.00 \$ 15.00
(3-0), 3-yr., S., 8 to 16 ins. 5.00 20.00
Austrian Hill, German, French,
Spanish and Herbst—
nonyellowing varieties.

American Red Pine

(3-0), 3-yr., S., 5 to 10 ins. 3.00 15.00

Austrian Pine

(3-0), 3-yr., S., 5 to 10 ins. 3.00 15.00
(3-0), 3-yr., S., 8 to 14 ins. 5.00 20.00

Mugho Pine

True dwarf Tyrolean strain
(3-0), 3-yr., S., 3 to 5 ins. 5.00 25.00
(4-0), 4-yr., S., 5 to 9 ins. 8.50 45.00
(3-3), 6-yr., T., 5 to 10 ins. 30.00 200.00

Norway Spruce

(3-0), 3-yr., S., 5 to 10 ins. 5.00 20.00
(3-0), 3-yr., S., 10 to 12 ins. 7.00 30.00
(4-0), 4-yr., S., 12 to 18 ins. 8.50 40.00

Colorado Blue Spruce

(3-0), 3-yr., S., 3 to 6 ins. 3.00 15.00
(3-0), 3-yr., S., 6 to 10 ins. 8.00 30.00
(3-2), 5-yr., T., 5 to 10 ins. 9.00 50.00
(3-3), 6-yr., T., 10 to 14 ins. 13.00 90.00

Black Hills Spruce

(3-0), 3-yr., S., 4 to 8 ins. 5.00 25.00
(3-0), 3-yr., S., 8 to 12 ins. 8.50 35.00
(3-2), 5-yr., T., 5 to 10 ins. 9.00 50.00
(3-2), 5-yr., T., 10 to 14 ins. 12.00 60.00

Douglas Fir

(2-0), 2-yr., S., 4 to 8 ins. 5.00 20.00

American Arborvitae

(3-2), 5-yr., T., 5 to 10 ins. 9.00 50.00
(3-3), 6-yr., T., 10 to 16 ins. 13.00 90.00

B & B EVERGREENS

ARBORVITAE

HEMLOCK JUNIPER

TAXUS

Nursery located north end of Broad Brook on Connecticut Highway No. 140.

Ask for Wholesale Price List

E. NORMAND MYERS

Nurseryman
Broad Brook, Conn.

"A Friendly, Efficient Sales Service"

E. D. ROBINSON

SALES AGENCY

38 S. Elm St. P. O. Box 247
Wallingford, Conn.

Representing Wholesale Growers
of Fine Nursery Stock.

SERVING THE NURSERY TRADE FOR MORE
THAN A QUARTER OF A CENTURY.

See our large ad on pages 24 and 25
of the January 1 issue.

NORTHERN COLLECTED EVERGREENS

FERNS

PLANTS

SHRUBS

WILLIAM CROSBY HORSFORD
CHARLOTTE, VT.

PACIFIC COAST NURSERY

Rt. 1, Box 114B, PORTLAND 10, ORE.

Phone: MAYfair 1-3325

**Pioneering Seedling Growers on
the Pacific Coast Since 1914**

***Specializing in Fruit Tree Seedlings,
Shade and Flowering Trees***

**French and
Domestic Apple Seedlings,
Str. and Br.**

**Bartlett Pear Seedlings,
Str. and Br.**

**French Pear Seedlings,
Str. and Br.**

**Calleryana Pear Seedlings,
Str.**

**Manchu Cherry Seedlings
(Prunus tomentosa)**

Mahaleb Cherry Seedlings

Mazzard Cherry Seedlings

Myrobalan Plum Seedlings

American Plum Seedlings

**Angers Rooted Quince
Cuttings**

Combination carloads to eastern distributing points.

**John Holmason & Sons
Props.**

THE NEW TAXUS ANTHONY WAYNE

(Plant Patent No. 1617)

Well-established rooted cuttings from 2 1/4-in. pots, 6 to 8 ins., 50c.

2-yr., bedded transplants, 75c.

SEE OUR COLORED INSERT IN THE OCTOBER 1 ISSUE OF AMERICAN NURSERYMAN.

A complete list of lining-out stock on request.

HESS' NURSERIES

P. O. Box 128 Wayne, N. J.



NURSERY SALES, INC.

P. O. Box 295, 525 Stevens Ave.

Ridgewood, N. J.

Phone: GI 4-6848

Affiliate of Peninsula Nurseries, Inc.
Melfa, Va.

Landscape-size Evergreens, Azaleas,

Ornamental Trees and Plants

Specializing in heavy, quality, lining-out stock.

IMPERIAL NURSERIES

of Long Island

Ilex • Pieris

Pinus • Taxus

Write for Catalog

Miller Place, N. Y.

SEEDLINGS
FIR PINE SPRUCE MILLIONS

WHOLESALE ONLY

TRIM TREE NURSERY

R D 1 INDIANA PA

convention programs should be concerned with it.

It is necessary to excite people about gardening before they are given information, believes Mr. Quadland. He stressed the use of the wording "garden living" rather than outdoor living. Indoor landscaping is a good field for expansion.

The nursery industry has to help redevelop urban areas. "Plant America" is a good idea, said Mr. Quadland, and he believes it will come into its own in the next decade; but it has to be pushed continually and there has to be belief in it.

Mr. Quadland thinks nurserymen should give more thought to customer reaction when they price stock. Often if a high price is not charged for certain material, the customer will not prize his purchase so much.

It is necessary to appeal to women, continued Mr. Quadland, as they purchase 73 per cent of the nursery stock. Neatness and good housekeeping in a nursery are essential, he stressed.

There are many uses for plants which probably have not yet been discovered. Kleenex, he stated, was used as a facial cleansing tissue for five years before the manufacturer discovered it could be promoted as a disposable handkerchief.

Mr. Quadland pointed out that an employee becomes a liability unless his supervisor has a plan for his improvement. He urged nurserymen to watch customers as they move about the store. Ideas can be obtained on how to arrange material and what items are purchased. In concluding, Mr. Quadland said to look to the future and keep building toward it.

Advertising Pointers

"Advertising for Changing Times" was next discussed by Arthur Levine, Arcadian Advertising Agency, New York, N. Y. Concentrating on retail advertising, he said two of the most important points to consider are media and copy. Population shift has affected media, as has the rise of other retail outlets. The medium most suitable, in general, is the local newspaper. However, if a store is located near a metropolitan area, a large city newspaper can be used.

There are two basic types of copy—promotional and institutional. In the latter, a unique personality is developed for the business and, as a result, it is not necessary to compete on a price basis. When one is using promotional advertising, plants having seasonal interest or specific use should be stressed.

It is difficult to say how much should be spent on advertising, said

ORNAMENTAL EVERGREENS

Trees and Shrubs

BAGATELLE NURSERY, INC.

Box 196, Huntington Station, N. Y.

BLOODGOOD NURSERIES

Dept. American Nursery Co.

R. D. 1

Doylestown, Pa.

Established 1790

Growing a general line of nursery stock.

Specializing in shade and ornamental trees.

Serving the Wholesale Trade

TAXUS HENRYI and BROWNI LINERS

Heavy, 7-yr., XXX, sheared, 18 to 22 ins., \$85.00 per 100.

Free packing, cash with order, please.

BROOKFIELD GARDENS

U. S. Rt. 46 Delaware, N. J.

LINING-OUT STOCK

In Wide Assortment

Acer atropurpureum Bloodgood, Azaleas, Berberis, Cornus florida rubra, Evergreens, Ilex, Magnolias, Hybrid Rhododendrons, Taxus, in variety, etc., in 1, 2 and 3-yr. transplants at competitive prices. Write for list on business stationery.

DEERFIELD NURSERIES

Deerfield, N. J.

BOULEVARD NURSERIES

Newport, R. I.

- Quality Nursery Stock
- Lining-Out Stock
- Root-Thru Plant Pots

NORTHERN-GROWN EVERGREENS

Top-Quality Pine—Spruce—Fir
Special low prices on complete beds of Scotch Pine, green strain.

Write for price list.

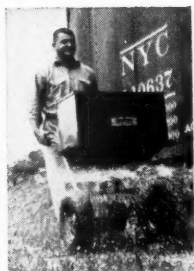
HABE'S NURSERY
Leechburg, Pa.

THERE'S A *Cyclone* FOR ALMOST EVERY SPREADING AND SEEDING JOB

Fertilizer, Granular Materials, Seed

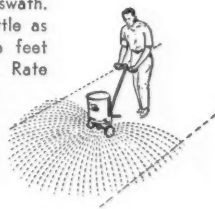


• PUSH MODELS



BIG CAPACITY CYCLONE SPREADER (left). For accurate, precision spreading of herbicides, insecticides and other pesticides, pelleted and granular fertilizer, seed, lime, ice melters, etc. Hopper capacity, 200 pounds. Use wherever large areas must be covered quickly. Covers a 6 to 8-foot swath with most materials. Tapered edge eliminates skips and overlaps.

FAMOUS CYCLONE LAWN SPREADER (right and above). Famous for speed, freedom from streaks, accuracy. Covers a 6 to 8-foot swath. Feathered edge prevents streaking. As little as 4 ounces of pesticides per 1000 square feet may be spread with absolute accuracy. Rate is not affected by rough use, flexing the handle or operating on bumpy ground. Assures accurate, precision spreading of herbicides, insecticides and other pesticides, pelleted and granular fertilizer, seed, lime, ice melters, etc.



• HAND MODELS



MODEL 20 CYCLONE HAND SPREADER (left). For fast, precision spreading of pelleted and granular chemicals . . . also seed. Capacity, 3 gallons or approximately 20 pounds. Rate chart lists brand names and gauge settings for recommended applications — 4 ounces per 1000 square feet to 375 pounds per acre. Covers a 6 to 8-foot swath, with most materials. Shield protects operator.



POPULAR CYCLONE HAND BROADCAST SEED SOWER (right). Accurately and quickly distributes all smooth grass seed and grain, pelleted and granular fertilizer. Exclusive double-oscillating feed. Instant shut-off. Convenient, fast, accurate. Known and used the world over. Spreads evenly in front and on both sides of operator. See spread pattern in small picture at left, 7 to 28-foot spread.



• POWER MODELS



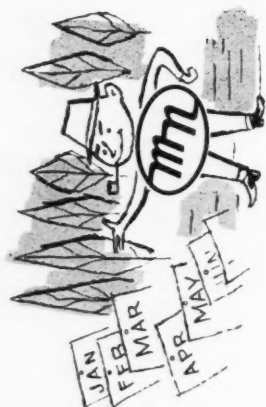
CYCLONE POWER SEEDER (left). Model S-3, shown at left, is remarkably fast and accurate for seeding and applying fertilizer. Spreads up to a 30-foot swath. Operates from heavy-duty, flexible shaft which fits standard power take-off on tractors. Double agitator, easy-setting rate gauge and positive shut-off. Three bushels' capacity.

ELECTRIC MODELS (right). Similar to P.T.O. model, at left, but powered by an electric motor. Can be mounted on front or rear of truck, tractor or jeep. Ideal for nurseries. Does a fast, accurate job of spreading or seeding. Saves time and money.



See your distributor or write
for further information now

THE CYCLONE SEEDER CO., INC.
Urbana 65, Ind.



SELL YEAR ROUND

Extend your selling period
to twelve months of the year.
Increase your profit.



COMPLETE SELECTION

Over 1500 varieties to choose from.
Many new and exciting varieties.
Found throughout the world, they
are ideally suited for your climate.



LESS LOSS

With MN container grown plants
the vigorous roots have never left
their original growing soil.
Continue to grow undisturbed.



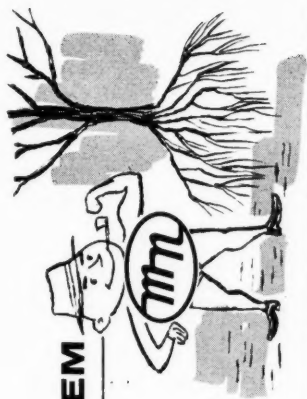
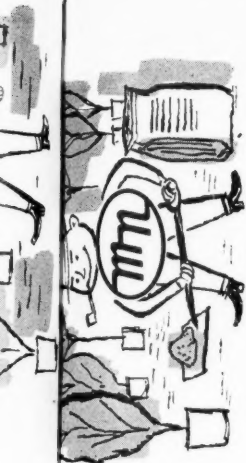
INDIVIDUALLY PRUNED

By experts, guarantee well
developed branches and perfect
form right from the very start.

To insure you vigorous roots
system and sturdy branches

WHY YOU SHOULD INSIST ON

To insure you vigorous roots system and sturdy branches clothed with healthy foliage.



HEALTHY HUSKY ROOT SYSTEM

That are bursting with vigor and continues to grow undisturbed when planted out. Insures no set back.

WE SHARE YOUR SHIPPING COST

Distance no longer a penalty — no matter where you live we share shipping costs with savings up to 50 per cent and more. Packed free! No other charges to pay — your share of shipping costs appear on one bill. At these low rates liners, laid down your nursery — via our choice of carrier.

West of the Mississippi
(Including Minnesota and Louisiana)

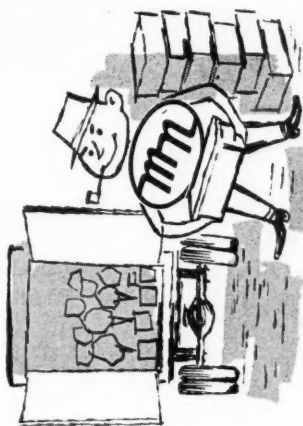
2 1/4" pot — 1¢

2 1/2" rose pot and 3" pot — 2¢

East of the Mississippi

2 1/4" pot — 2¢

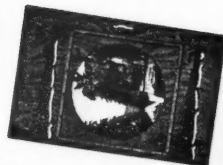
2 1/2" rose pot and 3" pot — 4¢



WRITE FOR YOUR COPY OF

1960-61 CATALOG

TODAY!



MONROVIA NURSERY CO.

P.O. BOX Q, AZUSA, CALIFORNIA

CONTAINER GROWN PLANTS

EVERGREEN FARM NURSERY

Scotch Pine

French Green, Scotch Highland, East Anglia

	Per 100	Per 1000	Per 1000	Per 1000
			10,000	100,000
(2-0), 2 to 4 ins.	\$3.00	\$11.00	\$10.00	\$ 8.00
(2-0), 3 to 6 ins.	3.50	16.00	15.00	12.50
(2-0), 4 to 8 ins.	4.00	20.00	18.00	15.00
(3-0), 7 to 14 ins.	4.50	21.00	20.00	17.50

Austrian Pine

(2-0), 3 to 6 ins.	3.50	13.00	12.00	....
(3-0), 4 to 10 ins.	4.50	20.00	18.00	....

SPECIAL OFFER:

French Green or East Anglia
(4-0), 10 to 20 ins., \$12.00 per 1000
No shipping. Sold at nursery only.

Write for Price List on:

Norway Spruce - Colorado Blue Spruce
Black Spruce - White Spruce - Douglas Fir
Seedlings and Transplants

Visitors Invited

Henry Beimfohr

R.R. 2

Fennville, Mich.

Phone: Ganges, KI 3-3834

Nursery located 1 mile north of intersection of
M89 and U. S. 31 and 1/2 mile west on 126th Ave.

Mr. Levine, as businesses differ. Factors are the location and cost of media. The copy approach is determined by the size of the advertisement and the frequency of use. He suggested obtaining professional help whenever possible.

At the final luncheon Thursday afternoon, William Flemer III presented a brief case to Al Vick, Jr., the retiring president. In the drawings for exhibitors' prizes, a large console hi-fi set was won by Roland deWilde, Jr. The next drawing for a portable hi-fi set was won by his father, Roland deWilde. Still another portable set was won by Ed Robinson. A wall-style hi-fi console was then awarded to C. Powers Taylor, Rosedale Nurseries, Hawthorne, N. Y.

Featured speaker at the luncheon was Mrs. Rae V. Biester, superintendent, United States Mint, Philadelphia, Pa. An interesting talk about her experiences at the mint was heard.

Cost Estimating

The final event of the convention was the program sponsored by the National Landscape Nurserymen's Association, with C. Powers Taylor presiding. The subject was "Improved Cost Estimating on Landscape Work" and was discussed by a panel consisting of B. A. Stangler, Land O'Trees Nursery, Buffalo, N. Y.; Edwin Fava, Four Winds Nursery, Eggertsville, N. Y.; George Schwank, New York city housing authority; Harris Grand, landscape contractor and professional engineer, New York, N. Y., and Alfred Geiffert III, landscape architect, New York, N. Y.

A summary will appear in a later issue of the American Nurseryman.

BIGGS GARDEN SHOP

Under construction at 31st street and Sheridan avenue, Tulsa, Okla., is a \$100,000 ultramodern, all-enclosed garden center, to be known as Bill Biggs Gardenland.

Offering 45,000 square feet of shopping space, Gardenland will provide off-street parking for 150 cars. It will be a complete 1-stop retail outlet for all types of plants, trees, flowers and accessories. A pet department and a section for patio furnishings of all kinds will be included.

Mr. Biggs was affiliated with Wolfe Nursery, Inc., Stephenville, Tex., for 12 years. He established garden centers for the company at San Angelo, Abilene and Lubbock, Tex.

New and Coming Sure-Fire Roses



DRESDEN (Plant Patent No. 1857), retail \$3.50. One of the finest new roses of the world. Vigorous hybrid tea bush producing prize-winning quality blooms. 55 or more petals. Color is white with very light pink blush. In warm weather the bloom is often pure white. The dark green foliage is disease resistant. This variety has been tested and enthusiastically received in all parts of the country.

PUREGOLD (Plant Patent No. 1859), retail \$3.00. A rich yellow-colored hybrid tea with long pointed bud and color that never fades. Bloom repeats well. Very lustrous foliage.

BROCADE (Plant Patent No. 1856), retail \$3.00. A bicolor rose-pink and white hybrid tea. Tall-growing bush produces flowers almost as large as Peace. Flowers have firm texture and nice fragrance.

BINGO (Plant Patent No. 1392), retail \$2.50. A luminous deep red hybrid tea with grandiflora tendencies. Has been gaining in popularity each year since introduction. Rated 7.7 on list of high-rated red hybrid teas. Wonderful fragrance.

PINK FRAGRANCE (Plant Patent No. 1493), retail \$2.25. A deep pink hybrid tea with excellent bud form and very lustrous foliage. Delightful strong fragrance. Excellent repeat bloomer.

ASK YOUR GROWER OR WRITE:

THE MONROE NURSERY CO.

Ilgenfritz Since 1847

Box 665

Monroe, Mich.



KEN, RUSH THOSE ROSE
POTS . . . MY ROSES ARRIVE
IN JANUARY

TIME - TESTED

**Cloverset
POTS**

WE SURE WILL, JIM
... WE APPRECIATE KNOWING THIS EARLY.
WE'LL GET 'EM TO YOU!



SMART NURSERYMEN DON'T TAKE CHANCES with any part of their operation. Since we operate a nursery, we understand the need for constant testing and improving, but we stick to tried-and-true methods, once they prove best . . . and MOST ECONOMICAL!

DON'T TRUST TO LUCK with untried pots . . . top nurserymen all over the country still prefer tried-and-true TIME-TESTED Cloverset pots. First in the field with the finest . . . Cloverset quality pots, since 1935 . . . and most economical, too!

**YOU
MAKE MORE PROFIT
WITH CLOVERSET POTS
DESIGNED EXCLUSIVELY
TO FIT NURSERY
OPERATION**

ORDER YOUR *Cloverset* TIME-TESTED POTS TODAY!

For ROSES, PERENNIALS, SHRUBS and YOUNG TREES

Size	Height	Top Diam.	Nearest Clay Pot	No. in Carton	WEIGHT Per 1000	F.O.B. Kansas City		Cloverset Pot Prices
						Per 100	Per 1000	
No. 0	5 1/2 ins.	5 ins.	6 ins.	200	210 lbs.	\$4.25	\$40.00	F.O.B. Kansas City
No. 1	6 1/2 ins.	6 ins.	7 ins.	100	340 lbs.	5.25	50.00	
No. 2	9 1/2 ins.	7 ins.	8 ins.	100	835 lbs.	5.75	55.00	
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	6.25	60.00	
						25 pots, \$7.70; 50 pots, \$14.60; 75, \$21.75; 100, \$26.15; 1000, \$231.00.		
No. 4	13 ins.	12 ins.	....	25	133 lbs.	Per 100		

SEND THIS COUPON for a sample set of Cloverset Pots

☐ I enclose 50c; send sample set of Cloverset pots (limit, one set. Offer good in Continental U. S. and Canada only).

☐ Send information FREE on how to use Cloverset pots for greater profits!

NAME

FIRM

ADDRESS

CITY ZONE STATE



Dept. AN 021
10550 Wornall Rd.
Kansas City 14, Mo.

PLANT NOTES HERE AND THERE

By C. W. Wood

Holodiscus Discolor

A friend of this column asks for a note on *Spiraea discolor*, which I am glad to give as far as my knowledge permits. It is a western American (British Columbia and California to Montana) genus of the rose family which is now known as *Holodiscus discolor*. The books say it may reach 20 feet in height; the specimens that I have watched for a quarter of a century finally reached about 12 feet; the difference is probably due to soil conditions, though the severity of our northern Michigan climate and the short growing season may have something to do with it. In this section it seems to do best in half shade. That is especially true so far as flowering is concerned. That happy period occurs during July (perhaps late June) into August, and the big plumes of creamy-white froth last much longer if they are not fried in the hot July sun. It is a heartening picture in the summer garden when the big bushes are covered with immense (six inches across at the base and nine or 10 inches long) panicles.

It is best, of course, when assured moisture before and during the blooming season. It may be grown from seeds or from cuttings. Bailey says from greenwood cuttings under glass. A friend tells me he gets a good strike from young wood taken in autumn, and I read that old clumps may be cut back, almost to the ground, the resultant suckers being detached with a few roots and grown along. And, of course, it may be layered.

Arnebia Cornuta

Answering a New Jersey correspondent who asked about *Arnebia cornuta*, I should say this is an annual of uncertain merit, its usefulness largely depending upon local growing conditions and personal likes and dislikes. They may be grown from seeds for trial.

I think that best results will follow planting seeds in gentle heat in March, transplanting singly to 3-inch pots and putting plants in the open after danger of hard freezing has passed. Although the plant is classed as a hardy annual and is able to stand the treatment accorded that class, it would be better for the neighborhood grower to handle plants as

mentioned, because he then has control over the seedlings until they are ready to be planted in the garden.

It is not only an interesting plant to the student, but is a good garden ornament. Eventually, it makes a clump of a foot or more in height and as much across, made up of a dozen or more stems, clothed in long (to six inches), narrow leaves and ending in branched trusses of long-tubed yellow flowers, spotted purple. Unlike its perennial cousin, *A. echinoides*, which has been praised in this column on other occasions, the spots soon fade on our present plant, leaving a pretty primrose-yellow flower.

I find the following note on its culture, written several years ago, evidently after two or three years of testing in my trials: "I have not been able to make up my mind as to its exact needs, but from my experience think it would do best in the climate if given full sun, with moisture at the root. That does not mean that it will not grow in part shade or in ordi-

nary garden soil, but it seemed to be happier and bloomed much better when given plenty of moisture in well-drained soil in full sun."

Iris Lurida

Recent reading of a note on *Iris lurida* by the late Louise Beebe Wilder, written in 1919, brought back memories of a good gardener, a splendid writer and a keen plant student. Among other things, she wrote: "With me it (*Iris lurida*) blooms twice during the year, once in May and once in October, and I have not heard of its behaving thus anywhere else. It is a member of the bearded group of irises and is, according to Irwin Lynch, close to *I. sambucina* and *I. squalens*. It is, however, quite without the fine perfume of the first and is considerably dwarfer than either. The flowers scarcely overtop the leaves. The standards are bright plum color, and the falls are a darker, duller shade. The stem is 3 or 4-headed, while the spathe is 3-flow-

GARDEN MUMS

Good rooted cuttings, excellent varieties, offered at "Collection Rate" for immediate delivery to growers who are not familiar with garden varieties. All orders are balanced in color range and identified as to variety and blooming date. Collections may be combined.

COLLECTION RATE SCHEDULE

Collection No. A To flower for spring sales.	Collection No. B Cushion, Garden Spoon, Football and Daisy.	Collection No. C Cushion varieties only.
500 R.C. \$ 28.00	2000 R.C. \$105.00	
800 R.C. 44.00	5000 R.C. 250.00	
1000 R.C. 54.00		

MINIMUM collection order—500 R.C.

If specific varieties are needed, be sure to ask for the 1961 color brochure.

CUNNINGHAM GARDENS, INC.
Waldron, Ind.

Here's why you get Better Trees and Nursery Stock from **COLE**

FOR more than three quarters of a century Cole Nursery Company has concentrated its efforts on developing and producing only the better varieties and highest-quality trees, shrubs, evergreens, hedge plants, vines and ground covers. The extensive experience gained since 1881 is now applied at our 1200-acre properties at Painesville and Circleville, Ohio. These large-scale operations are among the most modern nurseries in the industry.

Ideal soil and climate conditions, careful preparation and proper irrigation contribute to the quality of Cole plants. Highly mechanized systems of planting, cultivating and root pruning produce strong, healthy plants, with more compact root systems, at lower cost. Mechanical digging methods and careful packing assure delivery of Cole nursery stock in good condition with uninjured roots.

Literally millions of trees and plants, in more than 360 varieties, give you a dependable source of material to meet your needs in large quantity and wide variety. Write for our new catalog.

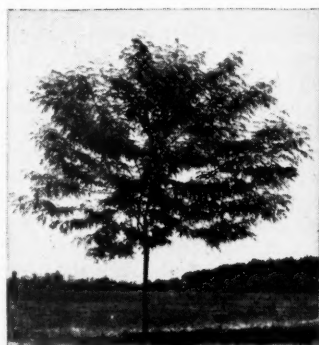


Spectacular **SUNBURST**

*(Plant Patent No. 1313)

The sensational, new two-color tree with brilliant yellow foliage on branch tips. It appears to burst with bloom all summer long.

Stock these patented New Cole Originals for sure profits



Cole's New **IMPERIAL**

(Plant Patent No. 1605)

The graceful, spreading, new Honeylocust that grows strong and straight *without staking*. A favorite of landscape men and tree experts.



Cole's new **SKYLINE**

(Plant Patent No. 1619)

Distinctive, stately variety with strong trunk and shapely crown. *Needs no staking*. Dark green foliage has heavy, leathery texture.



Cole's New **MAJESTIC**

(Plant Patent No. 1534)

A clean, graceful, symmetrically branched tree. Produces a straight, sturdy trunk and compact crown *without staking or special trimming*.



Cole's New **TALLHEDGE**

(Plant Patent No. 1388)

A thornless, glossy Columnar Buckthorn that grows to 12 feet. Ideal for tall, narrow, dense hedges or screens. Bears colorful berries.

**LARGE QUANTITIES
360 VARIETIES
WRITE FOR CATALOG**

THE  COLE NURSERY CO.
PAINESVILLE, OHIO

**OHIO'S LARGEST
WHOLESALE NURSERY
ESTABLISHED 1881**

JUNIPER GRAFTS

MOERHEIMI - KOSTERI - HOOPSI — 2½-in. pots,
\$1.25 each.

JUNIPER GRAFTS—\$50.00 per 100,
canaerti, columnaris, hilli, glauca, scopulorum
Pathfinder, burki regular, burki compacta, pyra-
midalis, hetzi.

JUNIPER GRAFTS, 1-yr., bed
Available In Above, \$75.00 per 100.

TAXUS—2-yr. beds, \$35.00 per 100.

TAXUS, JUNIPER, ARBORVITAE — Rooted cut-
tings available, \$10.00 per 100.

We will graft any Juniper variety not mentioned where
scions are furnished.

THE PAUL OFFENBERG NURSERY CO.

Propagators and Growers of
Evergreens and Ornamentals

3415 E. Livingston Ave.
Columbus 13, Ohio

A NEW EXTRA-HARDY SHASTA DAISY BORDER QUEEN

For the first time a really hardy
Shasta daisy. Large double fluffy
frilled-type flowers bloom pro-
lifically on 12-in. stems. Developed
in Lake County, Ohio, this
Shasta will withstand adverse
conditions and still produce flow-
ers abundantly.

\$4.50 per 10 \$40.00 per 100

KINGWOOD NURSERIES
Mentor, Ohio

COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade
Trees, Roses and Lining-out Stock.

Write for complete list.

ONARGA NURSERY CO.
ONARGA, ILL.

PYRACANTHA COCCINEA LALANDI

Commonly known as Firethorn. Our
stock is grown from heavily fruiting
stocks. Shrubs carry huge clusters of
holly-like berries all winter. One of
the most desirable foundation shrubs
in the trade.

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Perry, O.

Evergreens

SEEDLINGS—TRANSPLANTS

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New Augusta, Ind.

cred. It is a handsome and easily
grown iris for the front of the border.
With me it grows luxuriantly in a dry
situation and is one of my favorite
irises."

I do not find that my notes say
anything about fall blooming, so I
suspect the plant did not so bloom
in my trials. It would be interesting
to hear from others on the subject.
In any case, it is a good iris. I find
that Bailey says it is probably of
garden origin, so it could well be
that the elder-scented *I. sambucina*,
itself thought to be a hybrid, con-
tributed something to the present
plant.

Viola Bowles' Black

I have not lately gone into the
matter of the botanists' position on
the correct name for a charming
little violet which was long known
in gardens as Bowles' Black and in
some scientific quarters as *Viola*
nigra, so I shall no doubt be laying
myself open to criticism when I still
refer to it as Bowles' Black. But the
recent inquirer about it and others
will know what I am talking about.

I am reminded nearly every year
of one of the delightful mysteries of
the garden when seedlings of the
plant appear in sections of my gar-
den where they never have been
planted; in fact it has not been
planted by the hand of man in this
garden for all of a quarter century,
yet it continues to make an occa-
sional appearance in its original
blackness, despite the presence of
violas of many other colors, includ-
ing Johnny-jump-ups of a myriad
shades, in all parts of the garden.
Not only is it mysterious in its origin,
but it also maintains itself unspotted,
even in the midst of others of its
kind.

There are some gardeners, to be
sure, who report less favorably on
the plant's conduct. But during its
long years in this garden it always
has maintained itself, at least in
some cases, in its original deep black
color. Anyway, it is a most pleasant
companion for the not-too-careful
gardener, delighting him from spring
until autumn with saucy, little black
faces with coquetish yellow eyes. All
of which may be a round-about way
of saying sincerely that this violet
can help the cash register to show a
greater volume of sales.

Telephium Stonecrops

The section of sedum known to
botanists as telephium, numbering 25
or more species, is mostly confined to
Europe and Asia, though one, *S. tele-*
phoides, is native to the eastern
states in this country. It contains a
number of rather weedy kinds, in-

cluding *S. telephium*, after which the group is named, and most forms of *S. maximum* and *S. verticillatum*, with which we need not concern ourselves now, but it does have some real gems, which should be better known in gardens.

Of these, one of the most useful is *S. sieboldi*. No other stonecrop of its character can be rightly appraised when seen as it is generally used by gardeners, when they use it at all, as single specimens. To be seen at its spectacular best, *S. sieboldi* should be planted in masses as large as space permits. Then, when it is displaying its pretty rosy-purple flowers in flat cymes, in September, over tufts of lovely, red-margined, glaucous leaves, it is one of the joys of the autumn garden. Like most of the stonecrops, it grows easily in well-drained soil and sunshine, but the succulent foliage is a favorite food of slugs, cutworms and similar pests, so the commercial grower can quickly lose many plants if those predators are not kept under control.

Others in this section that possess more than ordinary landscape value include *S. alboroseum*, in the variety that botanists call *foliis medio-variegatis* and we of gardens call *variegatum*; *S. spectabile*; *S. ewersi*; *S. tatarinowi*; *S. cauciculum*, and *S. maximum atropurpureum*. The lot are briefly discussed here as landscape plants rather than as botanical specimens.

The variegated form of *S. alboroseum* (usually erroneously sold as *S. spectabile variegatum*), with a big white blotch in the center of each leaf, is a relief from ordinary sedum foliage, and its leafy stems to two feet in height, especially if grown in rich soil in part shade, are a welcome addition to many dull pictures. It has a tendency to produce some stems with all green leaves, and these must be removed to maintain a variegated plant.

Type *ewersi* is valuable because of its deep pink flowers, which are freely produced in August, and, in old specimens, for its twiggy growths of pretty glaucous leaves. It is a pretty landscape ornament, especially when used in masses or when allowed to droop over the stones of a wall garden. However, its varieties *homophyllum* (often sold as *S. cyanicum*) and *hayesi* are of little use to the landscape gardener, because they seldom bloom and are too small to be noticeable. On the other hand, *S. tataranowi*, which is about the same size as variety *homophyllum* mentioned before (about three inches), has definite landscape value. In my trials (I take some pride in

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Juniper, depressa plumosa
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Cornus rubra
Elm, Chinese
Crab Apple, Flowering
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Maple, Crimson King, small sizes
Maple, Norway
Maple, Columnar
Maple, rubrum
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Maple, Sugar
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Almond, Pink
Barberry, Green
Barberry, Red
Barberry, mentorensis
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Honeysuckle Bush
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8 to 10 ft.	85.00	800.00
1½ to 2-in. cal.	110.00	1000.00
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Excellent border plant for shaded areas. Foliage useful for cutting.

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the fact that we introduced the plant to modern American trade about 30 years ago), it bloomed profusely in July and part of August, its pinkish flowers over low tufts of bluish leaves being one of the pleasing sights of that hot period.

Sedum maximum is so highly variable and there is so much common-place on the market under that name that it is scarcely safe to buy it by label. In fact, scarcely any two nurseries sell the same plant as maximum, and it is safe to say that few of the plants sold are of any particular value. On a few occasions, though, through the years, I have seen a form which closely resembles its variety atropurpureum (not to be confused with S. purpureum, which is really a variety of telephium), which is one of the most valuable landscape sedums for certain garden uses that I ever have seen.

The best of these may reach four feet in height, perhaps higher in fertile soil in part shade, with purple stems and purple leaves, the latter as much as five inches long and more than that across. I need not go into further details regarding a plant of that kind, for all experienced landscape gardeners will recognize its value. Nor should the maker of landscape pictures forget S. spectabile, one of the noblest of the genus for mass planting in sun or part shade and in rich soil. It will then grow to two feet in height and make an impressive picture when it spreads out its flat-topped corymbs of pretty pale pink (rose-pink to purplish in varieties like Brilliant and others) in September and October.

Small, Unusual Annuals

A friend of this column writes as follows: "I am sure that I could do quite a little business in small, unusual annuals if I had them ready in pots to sell to my customers during the early summer and midsummer seasons to plant in the bare spots which are always showing up when bulbs go to sleep and casualties occur in their plantings. Could you suggest a few for me to experiment with?"

Campanula drabifolia is a charming little bellflower of three or four inches, with half-inch long, blue flowers with white tubes. It blooms over a long period and is easy to manage. It will probably be found under the name Campanula attica, its old name.

Eschscholzia caespitosa is a natural for the commercial grower, because it must be handled in pots if

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Krider's is a well-known source for a complete assortment of top-quality, sure-to-grow roses at reasonable prices, roses that you can depend on. We also have our own modern cold storage facilities to keep 300,000 bushes in perfect condition throughout the season. Buy roses from us with confidence. We guarantee satisfaction.

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For individual machine-wrapped roses complete with colored picture on each bush, add 15c per plant.

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Varieties of patented roses can be supplied in grade No. 1½ at 20% less than No. 1 grade.

	Each Each Each				Each Each Each		
	per	per	per		per	per	per
	10	20	100		10	20	100
Blossomtime, new, pink everblooming climber, 2-yr., No. 1	\$1.50	\$1.35	\$1.30	Mojave, orange	\$1.50	\$1.37	\$1.30
Golden Showers, new, yellow everblooming climber	1.50	1.35	1.30	Montezuma, rose-salmon grandiflora, 2-yr., No. 1	1.50	1.37	1.30
Buccaneer, canary-yellow, 2-yr., No. 1	1.40	1.25	1.20	New Yorker, red, 2-yr., No. 1	1.40	1.25	1.20
Chrysler Imperial, red, 2-yr., No. 1	1.40	1.25	1.20	Pink Pence, large pink, 2-yr., No. 1	1.65	1.50	1.40
Fire King, vermilion-red, 2-yr., No. 1	1.25	1.15	1.05	Pence, yellow and pink, 2-yr., No. 1	1.40	1.25	1.20
Festival, thornless, red, 2-yr., No. 1	1.15	1.00	.95	Queen Elizabeth, pink grandiflora, 2-yr., No. 1	1.40	1.25	1.20
Garden Party, everblooming pink, 2-yr., No. 1	1.95	1.65	1.55	Starfire, currant-red grandiflora, 2-yr., No. 1	1.80	1.75	1.55
Helen Traubel, two-tone pink, 2-yr., No. 1	1.50	1.37	1.30	Sutter's Gold, deep gold, 2-yr., No. 1	1.25	1.12	1.05
June Bride, white grandiflora, 2-yr., No. 1	1.40	1.25	1.20	Sarahbade, Oriental red, 2-yr., No. 1	1.25	1.12	1.05
Kordes Perfecta, edged pink and white, 2-yr., No. 1	1.85	1.75	1.55	Sterling Silver, lavender, 2-yr., No. 1	1.65	1.50	1.40
Mirandy, dark red, 2-yr., No. 1	1.25	1.12	1.05	Gail Borden, orange, 2-yr., No. 1	1.65	1.50	1.40
				Arlene Francis, yellow, 2-yr., No. 1	1.65	1.50	1.40
				Duet, soft salmon-pink, 2-yr., No. 1	1.85	1.75	....

PATENTED FLORIBUNDA ROSES

Circus, multicolor, 2-yr., No. 1	1.40	1.25	1.20	Ivory Fashion, ivory, 2-yr., No. 1	1.50	1.37	1.30
Fashion, coral and red, 2-yr., No. 1	1.10	1.00	.95	Red Pinocchio, red, 2-yr., No. 1	1.60	.87	.80
Floradora, orange, 2-yr., No. 1	.60	.55	.50	Red Ripples, red, 2-yr., No. 1	.60	.55	.50
Fusilier, dark red, 2-yr., No. 1	1.40	1.25	1.20	Spartan, orange-red, 2-yr., No. 1	1.70	1.37	1.30
Gold Cup, canary-yellow, 2-yr., No. 1	1.40	1.25	1.20	White Bouquet, white, 2-yr., No. 1	1.40	1.25	1.20
Improved Lafayette, red, 2-yr., No. 1	.60	.55	.50	World's Fair, scarlet, 2-yr., No. 1	.65	.60	.55

NONPATENTED HYBRID TEA ROSES

Prices on roses below including climbers:

First-class, 2-yr., No. 1, finest quality	Per 10	Per 100
First-class, 2-yr., No. 1½, finest quality	\$5.50	\$50.00
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Yellow Condesa

Polyantha Roses
Eutin, red
Golden Salmon
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Two-Tone Varieties
Condesa de Santiago
Countess Vandal
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CLIMBING ROSES

Blaze, red everblooming
Gold Rush, yellow everblooming

American Beauty, red
Talisman, two-tone

Paul's Scarlet, scarlet
New Dawn, pink everblooming

White Dawn, everblooming
Coral Pillar, everblooming

All orders of 50 or more roses at least 10 of a kind may take the 100 rate.

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HOME OF GOOD ROSES

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it is not sown where the plants are wanted, because it does not transplant well from a seedbed or flats. And it is worth that effort for its tufts of pretty foliage alone. However, it also has a long season of lovely, yellow California poppies on 8-inch stems.

The violet cress or diamond-flower, *Ionopsisidium acaule*, would surely see more service in gardens if practitioners of the art knew how it could light up dark corners. And it is so accommodating, too, asking only to be shielded from the full, burning sun and for moisture at the roots. Then it will spread out a mat of little (an inch across), rounded leaves and produce little, violet-colored (rarely white), cross-flowers on stems seldom over two inches tall.

As the flowering season is rather abbreviated (usually three to five weeks long), it is necessary to keep a new batch coming on if one wishes to cover the entire open year, sowing in fall and carrying over the potted seedlings in a protected frame, sowing in early spring for summer blooming and sowing about mid-summer for autumn flowering. The plant is easy and worthwhile to grow.

Sedum caeruleum is a pretty little annual stonecrop with all the charm of the best of restrained perennial kinds of this useful genus. I never have been able to understand why the plant is not widely popular in gardens, for it has many of the qualities of a gardeners' favorite. These include ease of culture in almost any light soil in sunshine and a long

blooming period during which small blue flowers are produced in profusion. It reaches three or four inches tall, and has pretty mounds of tiny, ovoid leaves.

There are many, many more that could be mentioned, but these should make a good start toward a profitable business in unusual annuals.

LOCATED at White Bluff road and Lorwood drive, Savannah, Ga., the Tropical Garden & Nursery was recently opened by Jack Brady and Carroll Taylor.

CHRIS SAVILLE recently announced the opening of Saville Landscaping Service at his nursery near Tusculum, Tenn.

SHRUBS and TREES WAYSIDE TOP-QUALITY

Available Immediately (Please Specify Delivery Date)

	Dozen	100
ABELIOPHYLLUM		
<i>Distichum</i> , often called White Forsythia, 2 to 3 ft.	\$15.00	\$100.00
CARYOPTERIS		
<i>Heavenly Blue</i> (Plant Patent No. 1091) Deep blue color.		
Autumn flowering, 2-yr.	0.50	60.00
CORNUS		
<i>Alba Atrosanguinea Coral Beauty</i> , stems are brilliant coral-red in winter, 3 to 4 ft.	20.00	150.00
<i>Officinalis</i> (Improved Mas), clusters of yellow flowers in February and March, 3 to 4 ft.	20.00	150.00
COTONEASTER		
<i>Divaricata</i> , low growing. Brilliant red fruits in autumn, 2 to 3 ft.	18.00	125.00
CYDONIA		
<i>Nivalis</i> , white flowering, 2 to 3 ft.	20.00	150.00
<i>Rosen</i> , clear pink flowers, 3 to 4 ft.	15.00	100.00
<i>Stanford Red</i> , large, geranium-red, deepening to blood-red, 3 to 4 ft.	15.00	100.00
EUONYMUS		
<i>Alatus Compactus</i> , brilliant autumn foliage, 2 to 3 ft. ...	20.00	150.00
FLOWERING PEACHES		
<i>Double Red Weeping</i> , 3 to 4 ft.	12.00	80.00
<i>Double White Weeping</i> , 3 to 4 ft.	12.00	80.00
FORSYTHIA		
<i>Spring Glory</i> , large, pale yellow flowers, 2 to 3 ft.	9.00	55.00
<i>Lynwood Gold</i> , golden-yellow flowers, 3 to 4 ft.	11.00	75.00
HYPERICUM		
<i>Hidecote</i> , golden-yellow flowers.		
Dwarf, improved Moserianum	10.00	65.00
<i>Sungold</i> (Plant Patent No. 568), dwarf growing. Golden flowers all summer	10.00	65.00
PHILADELPHUS		
<i>Belle Etoile</i> , milky-white flowers with light purple blotch in center, 2 to 3 ft.	8.00	50.00
POTENTILLA		
<i>Gold Drop</i> , compact growing. Brilliant golden-yellow flowers June to October, 2 to 3 ft.	11.00	75.00
SORBUS		
<i>Aucuparia</i> (Mountain Ash), prolific fruiting, 6 to 8 ft. ...	27.00	200.00
SPIRAEA		
<i>Japonica Coccinea</i> (Improved Anthony Waterer), 15 to 18 ins.	5.25	30.00
VIBURNUM		
<i>Carlecephalum</i> (Plant Patent No. 776)		
<i>Fragrant Snowball</i>		
15 to 18 ins.	20.00	150.00
18 to 24 ins.	25.00	100.00
2 to 3 ft.	30.00	225.00
<i>Opulus Nanum</i> , dwarf plant for edgings and low hedges, 8 to 10 ins.	9.00	55.00
<i>Setigerum</i> , dense clusters of glistening red berries in autumn, 3 to 4 ft.	18.00	125.00

Six plants of one variety at the dozen rate;

25 plants of one variety at the 100 rate.

Write for our special offer of some 50 unusual flowering shrubs in addition to these listed here. If you do not have our trade catalog, we shall be glad to mail it upon request.

Phone: Painesville, EL 7-7538

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Tops in the Hardy IVY LEAGUE

Sweetheart (238th St.)

A recent discovery of the Brooklyn Botanic Garden with heart-shaped leaves on sturdy, stubby stems.

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Emerald-green compact cushion.

Stardust

Lovely silver variegated form of Balthic.

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The ivy without a peer for a combination of beauty and hardiness.

Per 100 Per 1000
R. C. \$10.00 \$ 80.00
2 1/4-in. pot plants... 20.00 180.00

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The old stand-by. Hardy and large-leaved.

Battle (Gracilis)

Very hardy, small-leaved, graceful ground cover or vine.

Per 100 Per 1000
R. C. \$ 7.00 \$ 60.00
2 1/4-in. pot plants .. 15.00 135.00

GILSON GARDENS

Perry, Ohio



ARMINTROUT'S EVERGREEN NURSERY ALLEGAN, MICH.

Seedlings—Transplants
Finished Stock
Send for price list.

COVER ILLUSTRATION

Betula Pendula Fastigiata

The upright European birch is one of the best ornamental varieties of this distinguished species. It has been known in Europe for nearly a century and is used to some extent in America.

The tree pictured on the cover, which grows in the small tree demonstration plot of the Arnold Arboretum, Jamaica Plain, Mass., is about 18 years old and is now 25 feet tall, with a branch diameter of seven feet. The tree trunk at the ground level is six inches in diameter. So it is evident that this tree can grow over a foot each year, which it does gracefully and well.

Of several fastigate trees in the demonstration plot, this is the most dense when in leaf. The small, triangular leaves are borne in great profusion. This, with the dense, upright, twiggy branches, aids in giving the tree its density, a characteristic much desired in ornamental planting.

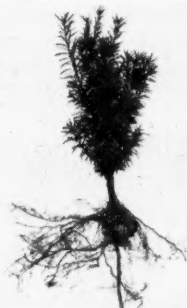
It can be seen from the picture that the tree can be grown with branches close to the ground. These lateral branches are all closely upright in habit. Young trees, the age of this one, make almost perfect specimens, but it must be admitted they are not long-lived. They are subject to attacks from the birch leaf miner and the bronze birch borer, like all the other European birches.

More particularly, because of the long, upright-growing lateral branches, snow and ice can take their toll, especially on older specimens. It is obvious that a perfectly symmetrical tree such as this must be maintained in good health and habit, otherwise a dead or broken branch can easily cause a break in the much-to-be-desired symmetry.

The European birches are just as hardy as our native canoe birches, but may be grown over a wider area, for several have been observed in southern California. The fastigate form has a white-barked trunk, unfortunately only evident when the leaves are off the plant altogether.

Donald Wyman.

ACQUIRING the lease on a building at Florence boulevard and North Morrison avenue, Casa Grande, Ariz., Lyman H. Rogers intends to open a nursery there. The location was until recently the site of the Pinal Nursery.

**TAXUS HICKSI**

4 to 6 ins.....	30c	27c	24c	20c
6 to 8 ins.....	40c	36c	32c	28c

BIG SAVINGS ON QUALITY LINERS



HEAVY 4 and 5-YEAR STOCK

These husky liners are all grown in our open field beds as pictured above. Our sandy loam soils produce a fine root system. All stock is well spaced and sheared to produce good bushy plants and is twice transplanted.

All prices include packing and boxing.

Prices quoted are per each on the following quantities:

25 to 100; 100 to 250; 250 to 500; 500 to 1000

AND HERE ARE SOME EQUALLY GOOD 2-YR. LINERS



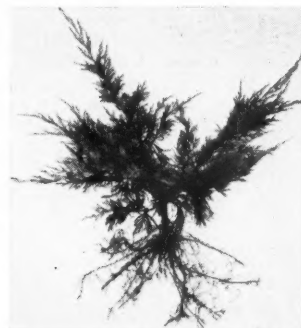
- JUNIPER—Hetzi and Pfitzer
- TAXUS—Cuspidata, Hatfieldi, Hicksi, Wardi and Browni
- ARBORVITAE—Pyramidal, Dark Green, Woodwardi

6 to 8 ins.	25 to 100	100 to 250	250 to 500	500 to 1000
EACH	20c	18c	16c	14c

TERMS: Usual terms to those with established credit in the trade. Otherwise 25% with order, balance C.O.D. Will ship express unless otherwise specified.

**TAXUS CUSPIDATA**

4 to 6 ins.....	30c	27c	24c	20c
6 to 8 ins.....	40c	36c	32c	28c
8 to 10 ins.....	50c	46c	42c	38c

**JUNIPER HETZI and PFITZER**

6 to 8 ins....	27c	24c	..	..
8 to 10 ins....	37c	33c	29c	25c
10 to 12 ins....	47c	43c	39c	35c
12 to 15 ins....	57c	53c	49c	45c

4 AND 5-YR. STOCK ALSO AVAILABLE

Taxus browni				
8 to 10 ins.....	50c	46c	42c	..
Taxus intermedia				
4 to 6 ins.....	32c	29c	26c	..



P. O. Box 1747, Milwaukee 1, Wis.

INDIANA WINTER MEETING

[Continued from page 15]

Douglas, of the Kroger Co., Cincinnati, O., repeated the highly informative and thought-provoking address he presented some months ago at the Cincinnati convention of the American Association of Nurserymen.

Customer's Wants

In his talk, entitled "Selling the Great American Customer," Mr. Douglas told of his company's re-

search to discover what the average American woman wants when she enters a supermarket. It was found that the customer's eight basic wants are freshness, variety, quality, cleanliness, uniformity, friendliness, value and convenience, all of which hold true for the nursery customer.

Then, using examples from several retail nurseries he had visited in Ohio and Indiana, the speaker pointed out how nurserymen frequently fail to supply one or more

of these wants. The defects he found most often were insufficient personnel to handle the nursery traffic and inadequate labeling of plant materials. As a means of improving both these situations, he urged the use of colorful, informative plant labels or signs that would answer most of the customers' questions and encourage self-service.

Prior to the start of the formal meetings, several tours of the facilities of the department of horticulture at Purdue were conducted by

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Well-Sheared Specimen Plants

UPRIGHT JUNIPER

3 1/2 to 4 ft.	Each
4 to 5 ft.	\$4.00
5 to 6 ft.	4.50
500	5.00

500	Dewdrop, 4 to 5 ft.
80	Dundee, 4 to 5 ft.
50	3 1/2 to 4 ft.
50	Masculi, 5 to 6 ft.
100	Keteleeri, 4 to 5 ft.
50	5 to 6 ft.
100	Moffet, 3 1/2 to 4 ft.
200	4 to 5 ft.

ARBORVITAE

30 to 36 ins.	2.25
42 to 48 ins.	2.50

400	Brewers
250	Bonita
800	Berekmans
250	Excelsa

PFITZER JUNIPER

18 to 24 ins.	2.25
24 to 30 ins.	2.75
30 to 36 ins.	3.25

1000	Green, 18 to 24 ins.
------	----------------------

500	24 to 30 ins.
-----	---------------

100	30 to 36 ins.
-----	---------------

125	Golden Pfitzer
-----	----------------

100	Blue Pfitzer
-----	--------------

SPINY GREEK JUNIPER

100	30 to 36 ins.
100	36 to 42 ins.

MUGHO PINE

200	12 to 15 ins.
200	15 to 18 ins.

AUSTRIAN PINE

30 to 36 ins.	3.50
--------------------	------

SCOTCH PINE

3 to 4 ft.	3.50
-----------------	------

GAREEI CYPRRESS, blue or green

5 ft.	4.00
------------	------

FRUIT TREES

Pear, Bartlett	
5/8-in. cal. and up	1.00

Peach, 12 varieties	
11/16-in. cal.	.75

SHADE TREES,

reasonably priced	
Sycamore, Common Maple,	
Redbud, Poplars, etc.	

JUNIPERUS VIRGINIANA,

seedlings	Per 1000
1-yr., 3 to 5 ins.	\$15.00

CHINESE ELM, seedlings

9 to 12 ins.	12.00
12 to 18 ins.	17.00
18 to 24 ins.	25.00

GRASS SOD,

available about May 1	
Priced per square yard.	

Zoysia (Z-52), \$2.00; U-3 Sod, 90c	
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Tif-Green (328), \$1.50	
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Shredded and sacked,	
25c per yd. extra.	

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GOLDEN VICARY PRIVET LINERS

Lovely, solid, golden-leaved variety. Extremely adaptable for a striking border. Retains full golden color from spring to fall. Beautiful for rosebed borders. Should have full sun.

Per 10 Per 100 Per 1000

Liners in 2-in.			
pots	\$2.00	\$18.00	\$150.00
Rooted cuttings	10.00	80.00	

BEARDSLEE NURSERY

Perry, Ohio

Professors Charles E. Hess, Jr., and A. T. Leiser. Professor Hess showed some of his experiments relative to juvenility and maturity in English ivy. He showed that the juvenile form rooted easily, while the mature form is difficult to root.

He also showed various nozzles being manufactured for mist propagation and the effects of root-promoting substances upon the Ilex opaca variety Miss Helen.

Professor Leiser showed the effects of day length upon plant growth and a new lamp for extending day length. An experiment investigating the optimum time for taking taxus cuttings in Indiana and the effects of storage upon unrooted cuttings was shown and discussed.

The propagation of disease-free gypsophila is also being investigated. Hank Weyland, a graduate student, explained research work in progress on plastic greenhouse construction and the overwintering of container-grown nursery stock.

Evening Events

Tuesday evening, 128 of the nurserymen held an informal buffet dinner so that they might become better acquainted and then assembled in the appropriately decorated meeting room for a slide session. Troy Bunch, Terre Haute, served as moderator.

Argel Pion, Pion Landscape Co., Fort Wayne, then introduced a panel composed of Harold Bohling, Bohling's Nursery, Munster, and John Duling, Duling Tree Expert Co., Muncie, who discussed and showed examples of their advertising programs.

The newspaper supplement used by Mr. Bohling received a great deal of attention and comment, particularly since color was used. Chairman Pion summarized the material and suggested that the nurserymen try to create a favorable image in their advertising. The remainder of the evening was devoted to a social hour.

Wednesday morning started with a breakfast business meeting, at which committee reports and other preliminary business matters were disposed of, in order to reduce the length of the final business session on the last day of the meeting.

Some of the highlights of this meeting were the discussions relative to new assessors' attempting to tax growing nursery stock as personal property. This is contrary to law and established procedure.

Another lively discussion involved the problem of state and federal competition with the nursery indus-

SHADE TREES

Norway Maple

1 1/2 to 1 3/4-in. cal.

1 1/4 to 1 1/2-in. cal.

8 to 10 ft.

European Mountain Ash

1 1/2 to 2-in. cal.

8 to 10 ft.

6 to 8 ft.

5 to 6 ft.

High-quality trees.

Write for quantity prices, also list on other stock.

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LANDSCAPE MATERIAL IN QUANTITY

Norway Spruce, 3 to 7 ft.

White Pine, 3 to 9 ft.

Austrian Pine, 4 to 9 ft.

Scotch Pine, 3 to 9 ft.

Red Pine, 3 to 10 ft.

Norway Maple, 1 1/2 to 3-in. cal.

Crimson King Maple, 1 1/2 to 2-in. cal.

Flowering Crab Apples, 6 to 8 ft.

Sweet Gum, 1 1/2 to 2-in. cal.

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Bellville, Ohio

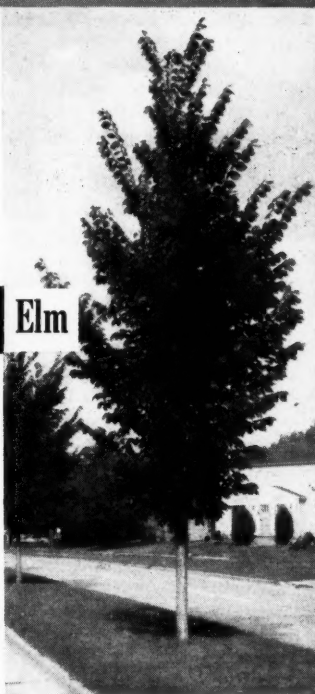
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ELM ASSOCIATES, INC.**

932 East 50th Street
Chicago 15, Illinois

• **BEAUTY** . . . stately columnar form; straight, slim trunk; large-leaved rich green foliage; symmetrical limb and twig pattern for year-around elegance.

• **STRENGTH** . . . upslanted branches to sturdily withstand wind and weather; deep down-growing roots for firm anchorage; vigorous resistance to fungus or virus disease and to drought.

• **ADAPTABILITY** . . . compact structure and dependable uniformity for matched landscaping effects; neat, graceful look for specimen plantings; narrow, upright shape permits close planting for windbreak or enclosure.

• **UNIQUE SUITABILITY FOR STREET PLANTING** . . . economy as to price, planting cost, and maintenance requirements; deep, narrow root system to avoid sidewalk cracking; slender, rising form without overhang to prevent traffic obstruction.

• **RAPID GROWTH** . . . just 5 years from sapling to tree.

• **CONVENIENCE** . . . slender, vertical contour, long trunk and non-surface rooting habit permit grass to grow freely right to trunk base; reproduction by grafting makes the Augustine Elm practically seedless and prevents springtime litter; pruning is reduced to minimum; can be transplanted easily and without setback.

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AUGUSTINE ASCENDING ELM ASSOCIATES, INC.
932 E. 50th St., Chicago 15, Ill.

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try. It was concluded that the members should record specific violations of the laws relative to the use of such government-produced materials. A file of specific times and places would be most helpful in building a case against such unfair competition.

The principal speaker Wednesday was Dr. L. C. Chadwick, department of horticulture, Ohio State University, Columbus. In the morning, Dr. Chadwick discussed some of the less commonly used shrubs and evergreens, showing color slides to illustrate his points. In the afternoon, he discussed some selected shade trees, again of the uncommon types. He noted that many of the trees which were difficult to obtain were available from the Brimfield Nursery, Brimfield, Conn.

Dr. Ralph Shay, head of the Purdue department of botany and plant pathology, reported on his trip to Denmark last summer to attend the tree fruit virus symposium held at Lyngby. It was noted there that the variety Idared can be used as an indicator plant for flat limb in apple. It was also reported that a virus is capable of being transmitted from apple to oak. According to Dr. Shay, cultivated fruit varieties are evidently susceptible to infection from

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ROSES

In good assortment of patented and standard varieties.

BARE-ROOT

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**MENTOR
ROSE GROWERS, INC.**

445 LITTLE MOUNTAIN RD.

MENTOR, OHIO

a much wider range of alternate hosts than has been thought.

The state entomologist of Indiana, John Favinger, reported on the insect problems of 1960, discussing at length the Japanese beetle problem and what is being done to combat this insect.

Wednesday afternoon's program consisted of a panel on landscaping, with Troy Bunch, J. C. Bunch & Son Nurseries, Terre Haute; Bruce Graham, Graham Nurseries, Jeffersonville; Fritz Loonsten, New Augus-

ta, and Jack Engledow, Engledow's Tree & Landscape Service, New Augusta. Prof. H. W. Gilbert, of the Purdue department of horticulture, served as chairman.

The members of the panel described their work. Troy Bunch stressed the value of 2-way radios in trucks. Bruce Graham noted that his business, started by his father, consists of three phases, nursery, garden center and landscaping.

Jack Engledow stressed the importance of the appearance of the



GLOBE WILLOW

(*Salix umbraculifera*)

A handsome tree that is remarkable because it has a formal, compact and perfectly symmetrical rounded top without trimming. Withstands extreme heat and drought. A desirable ornamental tree for lawn or formal planting or for planting in restricted areas and under utility wires.

	Per 10	Per 100
6 to 8 ft., 2-yr.	\$15.00	\$135.00
5 to 6 ft., 2-yr.	11.00	100.00
4 to 5 ft., 2-yr.	7.50	70.00
3 to 4 ft., 2-yr.	5.50	50.00
5 to 6 ft., 1-yr.	4.50	40.00
4 to 5 ft., 1-yr.	3.50	30.00
3 to 4 ft., 1-yr.	2.50	20.00

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"Your Wholesale Nurserymen"
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firm's equipment; since it is seen all about town, it must be clean and attractively painted. The importance of the office and grounds was also emphasized. If a firm is trying to sell beauty, its potential customers will not be impressed by office grounds that are dull and dirty.

Fritz Loonsten said his interest in landscaping dated back to his boyhood in Holland. While there he apprenticed under several nurserymen and studied landscape architecture formally. The difficulty of finding specimen plants with character forced him to develop a small nursery of his own, to provide some of this needed material. He also noted the importance of a greenhouse for forcing plants for the spring garden shows.

Experimental Work Described

The later part of the afternoon was devoted to "Purdue Highlights," a brief review of the experimental results currently being obtained by the men working in the fields of entomology and horticulture.

Dr. Donald L. Schuder discussed his work on the mimosa webworm and its control. He noted the spread of the insect from the District of Columbia and its increasing importance under midwestern conditions. A series of experiments run in both 1959 and 1960 were reviewed. The results indicate that several insecticides are more effective than DDT against the webworm.

He suggested two applications of dieldrin or trithion. The first should be applied in early June and the second in late July or early August. Dr. Schuder's work also indicates that the Sunburst clone of thornless honey locust is more susceptible to the attack of the mimosa webworm than are Moraine, Shademaster or Imperial.

Prof. A. T. Leiser discussed his work with pre-emergence weed killers. He noted that they will not kill existing weeds; therefore, they must be applied prior to weed emergence in the spring. His research projects are designed to determine (1) how soon the weed killers may be safely applied to transplanted nursery stock and (2) the length of residual effectiveness of the newer weed killers.

Two years' observations indicate that it is feasible to treat viburnum, barberry, juniper and taxus with Simazine immediately after they are planted as liners in the field. A new material called Neburon, which is not currently on the market, is also safe for immediate application.

The 1960 experiments showed that

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	Per 100	Per 1000
Red-Leaved Barberry		
6 to 9 ins.	\$ 5.00	\$ 45.00
9 to 12 ins.	7.50	65.00
12 to 18 ins.	12.50	100.00
Washington Hawthorn		
6 to 9 ins.	7.50	65.00
2-yr., 9 to 12 ins., root-pruned	15.00	125.00
2-yr., 12 to 18 ins., root-pruned	22.50	200.00
European Mountain Ash		
4 to 6 ins. ....	...	25.00
6 to 12 ins.	7.50	65.00
Syringa vulgaris		
2-yr., 6 to 12 ins. ..	7.50	65.00
2-yr., 12 to 18 ins. ..	10.00	85.00
2-yr., 18 to 24 ins. ..	15.00	125.00
Viburnum lentana		
2-yr., 6 to 12 ins. ..	10.00	85.00
2-yr., 12 to 18 ins. ..	15.00	125.00
Viburnum opulus		
2-yr., 6 to 12 ins. ..	10.00	85.00
Viburnum sieboldi		
6 to 12 ins.	10.00	85.00
Viburnum tomentosum		
6 to 12 ins.	10.00	85.00
12 to 18 ins.	17.50	150.00
Taxus capitata		
2-yr., S.	6.50	50.00

NEWPORT NURSERY CO.

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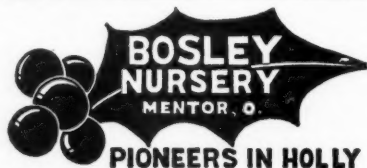
DWARF BLUE-LEAVED ARTIC WILLOW

(*Salix purpurea nana*)

Beautiful new hedging shrub for all northern localities. Will thrive in practically any type of soil. Has fine-cut, bluish leaf and makes spectacular low-to-medium hedge. Should have full sun to develop to maximum attractiveness.

	Per 100	Per 1000
Cutback liners	\$ 5.00	\$ 45.00
12 to 15 ins., 1-yr.	15.00	125.00
15 to 18 ins. and up, 2-yr.	20.00	180.00

BEARDSLEE NURSERY Perry, O.



TEUCRIUM CHAMAEDRYIS

Excellent dwarf evergreen hedging plant. Resembles boxwood and can be sheared to maintain a low border up to 12 ins. high.

\$20.00 per 100; \$180.00 per 1000

KINGWOOD NURSERIES
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Concord Grape Roots
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Flowering Shrubs
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Currants

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North Collins, N. Y.

PRONOUNCING DICTIONARY of Plant Names

64 pages, 3000 names, 25¢ per copy
American Nurseryman Chicago 4.

a new material, Dacthal, gave satisfactory control of weeds without injury to viburnum, barberry, euonymus, juniper and taxus. Simazine and Dacthal damaged euonymus and vinca, respectively, at the maximum dosage of 16 pounds per acre. It was interesting to note, Professor Leiser said, that while Simazine initially injured the vinca, by the end of the growing season, when treated with two pounds of actual material per acre, the vinca had outgrown the control plants and the roots had penetrated beyond the weed killer treated area of the soil.

Prof. Charles Hess, Jr., of the Purdue department of horticulture, presented comparative results from a study dealing with the isolation of naturally occurring root-promoting substances from both easy-to-root English ivy and difficult-to-root hibiscus. The results so far indicate that the easy-to-root cuttings contain a greater number or a greater quantity of root-promoting substances than do the difficult-to-root cuttings.

Banquet

Wednesday evening, approximately 180 nurserymen and their guests attended the annual nurserymen's banquet. Robert M. Hobbs, past president of the American Association of Nurserymen, acted as master of ceremonies.

Excellent musical entertainment was provided by the "Purdue Choralers" under the direction of Mickey McQuire. The principal speaker was Prof. John V. Osmun, head of the Purdue entomology department. His subject "15,000 Miles Inside Russia" was illustrated with color slides taken on a recent trip.

Garden Center Topics

Thursday's session was started by Gorman Ludwig, a successful garden center operator at Fort Wayne. Mr. Ludwig gave a good resume of the problems associated with garden centers. He noted the importance of having ample stock on hand when it is needed.

Mr. Ludwig also runs a repair service for mowers in connection with the garden center. An adequate stock of parts for mower repair is essential; at the present time he is planning to increase greatly the size of the parts department.

Prof. Kline Hable, Syracuse University's college of business education, Syracuse, N. Y., talked at the morning and afternoon sessions on personnel problems. Professor Hable noted that the basic work area, or site of operations, in most nursery businesses remains fairly constant. The

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36 years of growing and selling.

FIBROUS ROOTS — LIBERALLY GRADED — WELL-GROWN

	100 rate	1000 rate		100 rate	1000 rate
Berberis Crimson Pygmy (Dwarf Red Barberry)			Taxus densiformis	\$0.30	\$0.28
3-yr., 4 to 6 ins., bushy	\$0.40	\$0.35	2-yr., pot		
3-yr., 9 to 12 ins.	.60	.50	2-yr., T.	.30	.28
Buxus Inglis, a new hardy boxwood			3-yr., T., heavy	.40	.36
4-yr., 8 to 10 ins., bushy	.75	.70	6-yr., T., for canning	1.25	.95
Euonymus alatus			Taxus hunnewelliana		
3-yr., T., 10 to 12 ins.	.35	.30	3-yr., T.	.40	.36
Euonymus radicans vegetus			Taxus intermedia Sebian		
2-yr., 10 to 15 ins., nice for canning	.50	.45	2-yr., pot	.30	.28
Hedera helix baltica (Baltic Ivy)			2-yr., T.	.30	.28
2 1/4-in. rose pot	.25	.22	3-yr., Tr.	.40	.36
In flats	.18	.16	Taxus intermedia wiltoni		
Juniperus chinensis hetzi			5-yr., 10 to 12 ins.	.80	.70
1-yr., pot	.25	.22	Taxus media andersoni		
2-yr., 6 to 10 ins.	.40	.35	2-yr., pot	.28	.25
Juniperus chinensis pfitzeriana			3-yr., T.	.40	.36
1-yr., pot	.24	.22	Taxus media browni		
2-yr., pot	.40	.35	2-yr., pot	.30	.28
Juniperus chinensis pfitzeriana compacta			3-yr., T.	.40	.36
2-yr., pot	.40	.35	Taxus media Halloran		
Ligustrum, Vicary (Golden Privet)			2-yr., T.	.30	.28
8 to 12 ins., T.	.20	.18	3-yr., T.	.40	.36
Magnolia stellata			Taxus media hatfieldi		
8 to 12 ins., T., 4-in. pot	.80	.70	2-yr., pot	.30	.28
MALUS—1-yr., grafts			2-yr., T.	.30	.28
Arnoldiana, pink	.35	.32	Taxus media henryi		
Almey, red	.35	.32	2-yr., pot	.30	.28
Atrosanguinea, pink	.35	.32	2-yr., T.	.30	.28
Dorothea, pink	.35	.32	3-yr., T.	.40	.36
Flame	.35	.32	Taxus media hicksi		
O. Echtermeyer, weeping	.40	.35	2-yr., pot	.28	.25
Marshall Oyama, upright	.40	.35	3-yr., T.	.40	.36
Micromalus, pink	.35	.32	4-yr., T., root-pruned	.50	.45
Purpurea lemoine, wine-red	.35	.32	Taxus Moon's columnaris		
Scheidekeri, pink	.35	.32	2-yr., T.	.30	.28
Picea pungens glauca			3-yr., T.	.40	.36
4-yr., T., 6 to 10 ins.	.15	.14	Taxus microphylla, an upright grower		
Picea pungens moerheimi			2-yr., pot	.28	.25
Pot grafts	1.25	1.20	Thuja occidentalis nigra		
1-yr., grafts	1.85	1.75	1-yr., pot	.25	.22
Rhodotypos scandens (kerrioides)			2-yr., pot	.28	.25
2-yr., 6 to 12 ins.	.10	.09	Thuja occidentalis pyramidalis		
Taxus cuspidata			1-yr., pot	.25	.22
2-yr., pot	.25	.22	2-yr., pot	.28	.25
3-yr., pot	.30	.28	Thuja occidentalis woodwardi		
4-yr., 10 to 12 ins.	.50	.45	2-yr., pot	.25	.22
5-yr., bushy, nice for canning	.55	.50	Viburnum americanum		
Taxus capitata			2-yr., S., 6 to 12 ins.	.10	.09
2-yr., S.	.07	.06	Viburnum lentago		
3-yr., S., root-pruned	.14	.12	2-yr., S., 1 1/2 to 2 ft.	.14	.11
			2-yr., S., 2 to 3 ft.	.16	.14

25 plants receive 100 rate; 250 at 1000 rate.

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SANDWICH, MASS.

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Wholesale growers of a
general assortment for
the best landscape plantings.

BRYANT'S NURSERIES
Princeton, Illinois

PIN OAK SEEDLINGS

Delivery Spring, 1961

	Per 100	Per 1000
6 to 12 ins.	\$ 6.00	\$ 55.00
12 to 18 ins.	8.00	75.00
18 to 24 ins.	12.00	100.00
2 to 3 ft.	17.00	140.00
3 to 4 ft.	22.00	190.00
4 to 5 ft.	30.00	250.00
*4 to 5 ft.	75.00	
*5 to 6 ft.	100.00	
*6 to 8 ft.	150.00	

*Well-branched, straight, good for cash sales.

LEAVENWORTH NURSERIES
L. C. Gatewood Betty Gatewood
12th and Villas Leavenworth, Kan.

EVERGREEN LINERS —TRANSPLANTS

For Spring, 1961, Delivery

	Each Per 100	Each Per 1000
Arborvitae, Woodward Globe		
2-yr., 2½-in. pots, 8 to 10 ins.	\$0.20	\$0.17½
Buxus angustifolia		
2-yr., 2½-in. pots, 4 to 6 ins. ....	.22½	.20
Buxus, Korean		
3-yr., 2½-in. pots, 4 to 6 ins. ....	.25	.22½
2-yr., T., in frames, 5 to 6 ins. ....	.35	.30
Buxus sempervirens		
3-yr., 2½-in. pots, 6 to 8 ins. ....	.27	.25
3-yr., T., in frames, 6 to 8 ins. ....	.37½	.35
Hedera helix (Baltic Ivy)		
1-yr., 2½-in. pots, 6 to 8 ins. ....	.12½	.11
Kerria japonica, double flowering		
1-yr., 2½-in. pots, 6 to 8 ins. ....	.17½	.15
Viburnum tomentosum plicatum		
2-yr., 2½-in. pots, 6 to 8 ins. ....	.25	.22½
Taxus cuspidata, spreading type		
1-yr., 2½-in. pots, 5 to 6 ins. ....	.22½	.20
2-yr., 2½-in. pots, 6 to 8 ins. ....	.25	.22½
3-yr., T., in frames, 8 to 10 ins. ....	.55	.50
4-yr., T., in frames, 10 to 12 ins. ....	.65	.60
Taxus hicksii		
1-yr., 2½-in. pots, 5 to 6 ins. ....	.22½	.20
2-yr., 2½-in. pots, 6 to 8 ins. ....	.25	.22½
3-yr., T., in frames, 8 to 10 ins. ....	.55	.50

FINISHED STOCK, NURSERY GROWN

	Field Stock, B&B	Each Per 100
150 Arborvitae, Woodward Globe	15 to 18 ins., well-shaped ...	\$1.50
800 Canadian Hemlock	2½ to 3 ft., sheared ...	3.25
200 Forsythia Spring Glory	3 to 4 ft., well-br.	1.50
350 Soft or Silver Maple	5 to 6 ft., ¾ to 1-in. cal., well-br.	3.50
5000 Taxus cuspidata, spreading type	10 to 12 ins., heavy, well-shaped ...	2.00
5000 Taxus hicksii, tall-growing type	12 to 15 ins., heavy plants ...	2.00
200 Viburnum burkwoodi	2 to 3 ft., well-br.	1.75

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Perrine, Florida
Wilmington, Delaware



BEGINNING IN THE NURSERY BUSINESS
By John J. Pinney. 64 p. (1958). \$1.00.
American Nurseryman Chicago 4, Ill.

differences are usually associated with the work force—the personnel.

The working staff is the basic essential of any business. Employees must be motivated to work. People, the professor stated, are much the same wherever one finds them. They all have the same hopes, fears and drives. While they are individuals, complicated and often unpredictable, they are more alike than they are different.

Why are people as they are? Several factors working together determine the nature of individuals. These factors are heredity, environment, maturation, learning and experience.

Some of the basic drives which motivate people are hunger, thirst and self-preservation. Some of the psychological drives are security, status, self-esteem and recognition.

Most Complex Problem

The people who comprise the work force, Professor Hable said, are more complicated than other problems with which the businessman must deal. Human beings try to maintain a balance. Occasionally things get out of balance and must be corrected. One person may disturb another.

Whatever disturbs an employee is likely to affect the business. Often managers excuse a problem with the statement, "It's human nature!" One should not try to change the other guy but start the process of change himself.

The meeting closed Thursday afternoon with a business session, at which new officers were elected as mentioned previously. As an adjunct to the meeting an excellent ladies' program was held. This program included a style show at the Market Square shopping center by L. S. Ayres & Co. and a tour of the A. C. Clauser residence, at Lafayette, a 100-year-old home filled with antiques, china and souvenirs of world-wide trips made by the family. Mrs. Donald L. Schuder served as chairman of the ladies' program.

EXPORTS TO CANADA

The largest item of nursery stock shipped from the United States to Canada consists of rosebushes, amounting to over 1,000,000 rosebushes in each of the past two years, with a value of about \$350,000. Broad-leaved evergreens, including azaleas and rhododendrons, though smaller in number, constituted a higher value, close to \$500,000 last year. While about 2,000,000 other items were exported, their total value was less than \$100,000.

THE MEAD NURSERY

Rt. 3, Box 213

Oconomowoc, Wis.

Wholesale Growers
of Landscape Stock

French Lilacs

Flowering Crab Apples

Honey Locusts

Maples -- Willows

Canoe Birches

Euonymus Fortunei

Pfitzer Junipers

Write for List

EVERGREEN SEEDLINGS and TRANSPLANTS

For Spring Delivery

	Per 1000
Colorado Blue Spruce	
4-yr., T., 7 to 14 ins.	\$75.00
4-yr., T., 4 to 7 ins.	50.00
Norway Spruce	
4-yr., T., 10 to 16 ins.	55.00
2-yr., S., 4 to 8 ins.	18.00
White Spruce	
4-yr., T., 10 to 16 ins.	49.00
4-yr., T., 5 to 9 ins.	32.00
Black Hills Spruce	
4-yr., T., 8 to 12 ins.	60.00
Concolor Fir	
4-yr., T., 5 to 10 ins.	85.00
4-yr., T., 3 to 5 ins.	50.00
Blue Douglas Fir	
4-yr., T., 7 to 12 ins.	50.00
4-yr., T., 5 to 7 ins.	40.00
Gray Douglas Fir	
4-yr., T., 12 to 20 ins.	60.00
4-yr., T., 8 to 12 ins.	45.00
2-yr., S., 4 to 8 ins.	18.00
Balsam Fir	
4-yr., T., 9 to 14 ins.	60.00
2-yr., S., 2 to 4 ins.	12.00
Scotch Pine (Spanish Sierra or French Auvergne)	
3-yr., T., 7 to 14 ins., 6 to 12 branches per plant..	45.00
2-yr., S., 7 to 10 ins.	15.00
Scotch Pine, nonyellowing	
4-yr., T., 12 to 16 ins.	60.00
8 to 12 ins.	35.00
Scotch Pine (Bavarian)	
4-yr., T., 10 to 14 ins.	50.00
6 to 10 ins.	30.00
Scotch Pine (Austrian Hills)	
4-yr., T., 12 to 16 ins.	40.00
2-yr., S., 8 to 12 ins.	15.00
Austrian Pine	
4-yr., T., 12 to 16 ins.	55.00
3-yr., T., 6 to 10 ins.	40.00
3-yr., T., 4 to 6 ins.	20.00

Full satisfaction guaranteed. All transplants are very heavily branched.

W. S. YOE NURSERIES

Madison, Ohio

REDMOND LINDEN

for

- OUTSTANDING BEAUTY
- COOLING SHADE
- RAPID GROWTH
- EASE OF MAINTENANCE
- HARDINESS

Truly one of America's finest shade trees. Proved by more than 30 years of careful observation under various conditions.

Write us today for illustrated folder giving complete description and history. Additional copies available for use as a selling aid.

Growers of a complete line of nursery stock.

Send us your want list for prompt quotations.

PLUMFIELD NURSERIES

Box 471, Fremont, Neb.



Redmond Linden planted 7 years ago.

Wholesale Prices for Spring, 1961
F.O.B. Fremont, Neb.

	Per 10	Per 100
2-yr., 9 to 10 ft.....	\$42.50	\$400.00
2-yr., 8 to 9 ft.....	37.50	350.00
2-yr., 7 to 8 ft.....	32.50	300.00
2-yr., 6 to 7 ft.....	27.50	250.00

Write for prices on larger 3-yr. grades.
Terms: Per our published list.

WESTERN CONVENTION

[Continued from page 13]

forthcoming in the 87th Congress, Mr. Rose noted increased efforts to ban completely the importation of Mexican national laborers into this country in the future. Whether the nursery industry uses these nationals or not, there will still be a problem, because of the increased demand for migratory farm workers.

Probably the biggest problem brought before the A. A. N. the past year, he said, was the effort on the part of one state to require a certain mail-order nurseryman to pay the state's use tax, even though the nurseryman has no connection with the state itself.

Should this state be successful, the burden of keeping the records in order to pay use taxes in states so requiring would surely make it necessary for many nurserymen in the mail-order business to stop doing business within certain states. It was suggested that all mail-order nurserymen consult their local attorney for suggestions in respect to their mail-order practices, so that they do not expose themselves to use and sales tax laws as they exist in the various states.

Upon concluding his remarks,

TEUCRIUM CHAMAEDRYIS

Attractive evergreen hardy border plant for edging walks and gardens. Foliage resembles English boxwood.

TOP-SIZED FIELD PLANTS

\$20.00 per 100

\$180.00 per 1000

WELL-ROOTED CUTTINGS

\$5.00 per 100

\$45.00 per 1000

BEARDSLEE NURSERY

Perry, Ohio

Mr. Rose introduced Ted Korves, Fremont, Neb., who gave a brief talk on the A. A. N. sponsored legislative meeting held at the Hotel La Salle, Chicago, Ill., December 11 and 12. (A report of this meeting appeared in the January 15 issue of the American Nurseryman.)

Second Evening Session

Something new for the western association meetings were evening sessions, at the first of which, Monday evening, Dr. Westcott presented her talk. On Tuesday evening, Dr. Eric W. Lawson, chairman, department of finance, college of business

administration, Syracuse University, Syracuse, N. Y., discussed "The Role of General Management."

First he said a firm exists mainly for two purposes, to make a profit and to produce a product or a service. The job of management is threefold: (1) Making plans, (2) carrying out or executing plans and (3) evaluation of effort put forth. Management should plan for any contingency that might arise, based upon what has happened in the past.

Planning consists of looking at the record of the past and then formulating methods of improvement. One must study the changes that are

GLOBE ARBORVITAE

One of the best cash-and-carry items in the midwest.

Lining-Out or B&B



3-yr., heavy, T., 45¢ each 100 rate



12 to 15 ins.	\$1.60
15 to 18 ins.	1.75
18 to 24 ins.	2.00
24 to 30 ins.	2.50

Over 10,000 Globe Arborvitae growing on part of 250 acres of evergreens. Pool trailers will be going into most large cities in the midwest this spring. 8000 lbs. minimum, please.

BERRYHILL NURSERY CO.

P. O. Box 696 Springfield, Ohio

REMEMBER SHERMAN'S for...

Alpine Currant
Hydrangea P.G.
French Lilacs
Snowball
Shade Trees
Evergreens
Phlox
Peonies
Plum Seedlings
Lining-out Stock

Let us quote you on your requirements.

SHERMAN NURSERY CO.
CHARLES CITY, IA.

INTERESTED IN NEW AND BETTER PLANT MATERIAL?

Check our new fully descriptive catalog for the:
New Ivies and Ground Covers
All-America Mums at a new low price
New Hardy Azalea Martin's White
Daphne cneorum and other dwarf evergreens
New Honeysuckle Gold Net
Azaleas and broad-leaves for lining out
Read about these and many other different unusual plants. Just drop a card to:

JOSEPH F. MARTIN CO.
P. O. Box 189 Painesville, Ohio

taking place—how did the company arrive at its present size and what are the limitations on growth? Has it grown too fast? Is it diversified too much? Dr. Lawson also stressed the necessity of relaxing authority and delegating authority.

While planning is the hardest part of the job of management, the execution of the plans is highly important. Management cannot do the actual work but should leave it to those who are unsuited to management duties. Management must resolve conflicts, especially conflicts in use of equipment. Management must visualize different ways of doing a certain job and decide which way is the best. Management must also develop new techniques for doing a job.

In regard to the third function of management, the evaluation of effort put forth, it must determine whether or not goals were met. It must give recognition if the job is well done. Management must also take a look at itself, especially if the manager is the owner.

Financial Management

On Wednesday, January 4, Dr. Lawson began the morning's meeting, continuing his subject with a talk on the financial phase of management. He stressed that financial management goes beyond seeing that there is a bank balance. Good financial management is a most important aid to the planning, execution and evaluation functions of management.

There must be good accounting records kept for many other purposes than for income tax records. Without accounting records, one cannot carry out management plans. Records must be kept of each department of a business. There should be a "source and distribution of funds" statement to chart the flow of cash over the year.

Cash should not be allowed to be idle; short-term government securities should be considered for idle cash. Dr. Lawson also discussed the use of a projected cash budget and a projected profit and loss statement. He also illustrated how long-term debt can be used as an instrument of increased net profit.

The first action scheduled for the business meeting that followed was the election of officers, as reported earlier. Ben Asjes, chairman of the membership committee, presented applications for nine new members, who were subsequently voted to membership.

Since the executive board of the A. A. N. is scheduled to meet with the Western Association of Nursery-

CHINESE CORKSCREW TREE

唐人咕士路

(Salix matsudana tortuosa)



Oriental Horticultural Curiosity

From the Hupeh Province of east central China. Branches both large and small grow upward with an exotic corkscrew twist.

This tree is also known in common parlance as Corkscrew Tree, Corkscrew Willow or Comforted Hankow Willow.

	Per Each	Per Dozen
4 to 5 ft.	\$2.50	\$25.00
6 to 8 ft.	3.50	35.00
8 to 10 ft. This size for nursery pick-up only	5.00	50.00
Heavy field liners,	\$30.00 per 100;	
\$250.00 per 1000.		
Pot plant liners (spring only),	\$30.00 per 100; \$250.00 per 1000.	

BEARLSLEE NURSERY
Perry, Ohio

THE

Moraine® Locust

a proven profit-maker

Guaranteed seedless and thornless, the Moraine Locust is virtually complaint-free. Many nurserymen consider it their most profitable single plant.

ONE-YEAR TOP, 3-year ROOT,
Once Transplanted:

	10 to 49	50 to 249	250 or more
5 to 6 ft., whips	\$2.25	\$2.00	\$1.80
5 to 6 ft., br.	2.75	2.50	2.25
6 to 7 ft., whips	2.75	2.50	2.25
6 to 7 ft., br.	3.35	3.00	2.70
7 to 8 ft., whips	3.35	3.00	2.70
7 to 8 ft., br.	4.00	3.60	3.25

LARGER SIZES AVAILABLE—Prices on Request

Siebenthaler's

3001 Catalpa Dr.
Dayton 5, Ohio

men next year, and since the National Landscape Nurserymen's Association usually meets at the same time and place as the A. A. N. board, it was decided to invite the landscape group to meet with the western association next year.

The dates for the 1962 convention of the W. A. N. will be January 8 to 10, the meeting to be held at the Continental hotel, Kansas City, Mo. Honorable mention was made of C. C. Smith, president of the Sherman Nursery Co., Charles City, Ia., for having been continuously active in the nursery industry for over 49 years.

Container Growing

The afternoon session of January 4 began with a talk by Dr. J. P. Mahlstedt, horticultural department, Iowa State College, Ames, in which he thoroughly discussed the four methods of growing nursery stock in containers:

1. Growing stock in various types of containers placed on top of the ground.
2. Planting heavy lining-out stock in field beds in a porous medium (such as sand and peat) to develop a fibrous root system, then undercutting and squaring out the stock and growing it in containers one year.
3. Planting heavy lining-out stock in field rows, growing it on to specimens, digging it with a balling machine and dropping it into containers.
4. Growing stock in containers plunged in the field.

The advantages and disadvantages of each method were thoroughly discussed, as well as all details—such as types of containers, watering, fertilizing, winter protection, handling and marketing—of each method.

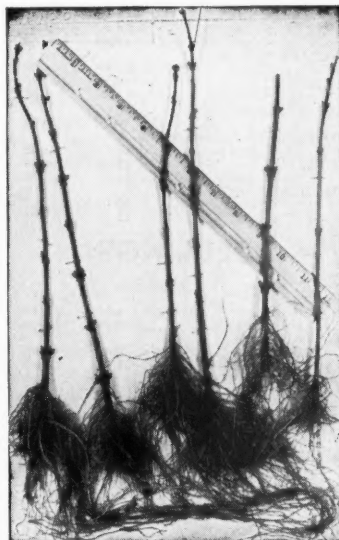
Dr. Mahlstedt illustrated his talk with colored slides and with actual samples of various types of containers. He mentioned two new developments that may change the container picture. One was a large peat moss pot with an outer skin of polyethylene, and the other, a Dyfoam pot made of a new light-weight material with insulating qualities similar to those of Styrofoam. Both of the containers minimize the transfer of heat into the pot. There was a question and answer period following his presentation.

H. L. Jacobson, of the Kansas City weather bureau, gave a fine talk on "Long-distance Weather Forecasting." Since weather is a vital factor in the operation of a nursery, his talk was received with much interest.

He first pointed out that the farther a given location is from the oceans, the more unstable or change-



Andorra Juniper (top) Pyracantha lalandi and Kasan (bottom)



Forsythia Spring Glory, Lynwood Gold and Beatrix Farrand

	Each
Andorra Juniper, 6 to 8 ins.	\$0.05
Burk Juniper, 6 to 10 ins. ....	.12
Blue Hetz Juniper, 6 to 10 ins. ....	.05
Pfitzer Juniper, 6 to 10 ins. ....	.07
Pfitzer Juniper, 6 to 8 ins., bands ..	.16
Euonymus patus, small or medium-leaved, 8 to 10 ins. ....	.04
Forsythia Beatrix Farrand, 6 to 10 ins. ....	.05
Forsythia Lynwood Gold, 6 to 10 ins. ....	.04
Forsythia Spring Glory, 6 to 10 ins. ....	.04
Euonymus coloratus, 6 to 10 ins. ....	.04
Pyracantha Kasan, 6 to 6 ins. ....	.05
Pyracantha lalandi, 5 to 6 ins. ....	.05

Less than 300, total order, 2c more per plant.

Less than 50 of any item, 4c more per plant.

Shipment now or book your order for spring.

See classified under lining-out stock for other items.

McININCH GREENHOUSES

St. Joseph, Mo.

NORTHERN-GROWN STOCK

Evergreen Liners

Ornamental Shrubs

Fruit Trees

French Lilacs

Shade and Ornamental Trees

Philadelphus Minnesota Snowflake
(Plant Patent No. 538).

Send for complete list.

J. V. BAILEY NURSERIES

1325 Bailey Rd. St. Paul 6, Minn.

OHIO'S LAKE COUNTY

One of the world's greatest nursery centers. Best soil for extensive roots. Lake Erie tempered for vigor.

Send for free membership list and map.

Names, location and types of plants grown by over 100 members representing 4,000 acres of the very finest nursery stock. Write to:

**THE LAKE COUNTY
NURSEYMEN'S ASSN.
Box 49, MENTOR, OHIO**

Roses, Shrubs, Trees, Vines, Azaleas, Hollies, Rhododendrons, Evergreens, Fruit Trees, Perennials, Liners — Finished Stock — All Sizes.

NORTHERN-GROWN STOCK

Strict Grading — Well Packed
Satisfaction Guaranteed
There may be as good — none better.

TRANSPLANTS

3-yr., 2	Per 100	Per 1000
Colorado Blue Spruce		
8 to 10 ins.	\$18.00	\$180.00
6 to 8 ins.	15.00	150.00
4 to 6 ins.	12.00	90.00
Black Hills Spruce		
8 to 10 ins.	18.00	180.00
6 to 8 ins.	15.00	150.00
4 to 6 ins.	12.00	90.00
Norway Spruce		
12 to 18 ins.	15.00	150.00
10 to 12 ins.	12.00	100.00
8 to 10 ins.	10.00	80.00
Grafting grade, 5/16 to 1/4-in. cal.	10.00	75.00
American Arborvitae		
15 to 18 ins.	18.00	180.00
12 to 15 ins.	15.00	150.00
8 to 12 ins.	10.00	80.00
Austrian Pine		
10 to 14 ins.	15.00	150.00
6 to 10 ins.	12.00	120.00

SEEDLINGS

3-yr.		
Norway Pine		
8 to 12 ins.	5.00	37.50
6 to 8 ins.	4.00	30.00
White Pine		
6 to 10 ins.	5.00	30.00
3 to 6 ins.	4.00	25.00
Scotch Pine, French		
10 to 14 ins.	5.00	27.50
6 to 10 ins.	4.00	22.50
Austrian Pine		
8 to 10 ins.	6.00	40.00
6 to 8 ins.	5.00	30.00
American Arborvitae		
6 to 10 ins.	4.00	30.00
Mugho Pine, Tyrolean		
3 to 5 ins., sheared	6.00	40.00
Douglas Fir, taxifolia glauca		
6 to 10 ins.	5.00	30.00
Black Hills Spruce		
6 to 8 ins.	4.00	35.00
3 to 6 ins.	3.00	25.00
Colorado Blue Spruce		
6 to 8 ins.	4.50	35.00
4 to 6 ins.	4.00	27.50
Norway Spruce		
6 to 10 ins.	4.00	27.50
4 to 6 ins.	3.00	22.50
American Arborvitae		
6 to 10 ins.	4.00	35.00
4 to 6 ins.	3.00	25.00

Write for special prices on 2-yr. seedlings, also prices on large orders of 3-yr. seedlings.

J. R. PALMER & SON
Blackduck, Minn.

Northern-Grown Liners
Christmas Tree Seedlings
Potted Evergreens

Send for price list.

JOHN G. ZELENA EVERGREEN NURSERY
Rt. 2, Grand Haven, Mich.



Wholesale growers of the best
Ornamental Evergreens
Deciduous Trees
Shrubs and Roses

Write for our current trade list.

The Kallay Brothers Co.
1251 Madison Ave. PAINESVILLE, O.

WANTED

Surplus nursery stock. Liners or finished stock. Let us help you turn your surplus into cash.
We can market up to solid truck lots of single or assorted items. Lesser quantities also of interest.

Send complete list and prices.
GROWERS EXCHANGE, INC.
Farmington, Mich.

able the weather becomes. Since his district is between the Appalachians and the Rocky mountains, it is probably the most difficult for long-range forecasting. He discussed the various methods of long-range forecasting and the contributions made by new electronic instruments.

Marketing

Thursday, January 5, Dr. Raymond W. Lansford, professor of marketing and assistant to the dean, school of business and public administration, University of Missouri, Columbia, was introduced as the first speaker.

Beginning his address on marketing, Dr. Lansford asserted that the 51,000,000 new homes and the 65,000,000 miles of new highways to be built in 1961 should present new opportunities to the nursery business. The average American family moves to a different house every seven years. Each move creates changes that require additional or at least revised landscaping.

A business, he said, can and should give freely of the things that actually cost nothing — smiles, friendliness and wise counsel. He distinguished the three types of customer as follows: (1) Those who know what they want and know how to get it, (2) Those who know what they want and do not know how to get it, and (3) those who do not know what they want and do not know how to get it.

Advertising help is required for all three types. No particular salesmanship is needed to sell the first type if he comes to one's place of business. Some salesmanship is required on the second type, while wise counsel and good salesmanship are both required on the third type. If one does a good job, the third type of customer is usually the best.

In concluding, Dr. Lansford pointed out that, while housing or shelter is a necessity of life, landscaping is not. Plants and planting can only be sold through promotional efforts.

Credit Pointers

Clifford Fears, division credit manager, R. H. Macy Co., was introduced as the final speaker, and his subject was "Can Retail Credit Expand Sales Volume and Increase Profits?" Mr. Fears began by stating that credit is based upon the three C's—Character, Capacity and Capital.

Establishing or expanding a credit system for one's firm must be accomplished through definite planning to assure successful operation and

ILEX MENTOR GLOSSY

Not Patented

Growth habit is vigorous, spreading and upright, foliage is glossy dark green with a brilliant luster, harder than Ilex convexa in the Detroit and Cleveland area winter of 1959-60.

Lining-out, from beds
2-yr., 6 to 9 ins., 45¢ each per 100
Available from:

GERARD K. KLYN NURSERY
Mentor, Ohio

LINING-OUT and FIELD-GROWN

2-yr., 6 to 9 ins.	45¢ each per 100	
3-yr., 9 to 12 ins.	75¢ each per 100	
	Each	Each
	Per 10	Per 100
12 to 15 ins., B&B.....	\$2.90	\$2.75
15 to 18 ins., B&B.....	3.35	3.25
18 to 24 ins., B&B.....	4.00	3.85
24 to 30 ins., B&B.....	5.00	4.50

NO SHIPPING—PLEASE CALL FOR:

A. SHAMMARELLO & SON NURSERY
4590 Monticello Blvd.
South Euclid 21, Ohio

King-Size

Outdoor-Rooted Cuttings

BEATRIX FARRAND

Forsythia

ARNOLD ARBORETUM
INTRODUCTION

Brand-new beauty with golden florets often 2 ins. across—orange throat. This stock is propagated outdoors and may be lined out directly into the field. Get this new beautiful flowering shrub to please your customers.

\$15.00 per 100 \$135.00 per 1000

BEARDSLEE NURSERY

Perry, Ohio

SEND FOR OUR LIST

Write now for a copy of our new wholesale list which is ready for mailing. It lists a general assortment of shade trees, ornamentals, fruit trees, evergreens and many specialty items. Also a long list of large rooted cuttings ready for field planting and potted and bed-grown liners of many varieties.

CHAMPION NURSERIES, INC.

3689 Main St.

Perry, Ohio

FORSYTHIA

We have quality and quantity in the newest varieties:

Beatrix Farrand — Spring Glory

Lynwood Gold — Arnold Dwarf

Write for complete price list of perennials and flowering shrubs.

KINGWOOD NURSERIES
Mentor, Ohio

A General Line of
FRUIT and ORNAMENTAL
TREES and PLANTS

BUNTINGS' NURSERIES, Inc.
BOX 3 SELBYVILLE, DEL.

profitable volume. He outlined the things to do in getting off to a good start on a successful program as follows:

1. Decide why you need to offer credit or expand your present plan.

2. Find out how much credit you can carry in your business.

3. Acquaint yourself with the hazards and costs of credit.

4. Arrange financing ahead of time, not after you are short of operating capital.

5. Decide upon your credit policy. Write it down and be sure everyone in your firm knows it and understands it.

6. Start with a good credit application form. Get samples from competitors or the local credit bureau.

7. Buy a membership in the local credit bureau or arrange for a reliable source for checking requests for credit.

8. Decide how strict you are going to be on terms. Once you have decided, stick to it.

9. Send out bills promptly each month at the same time.

10. Send reminders on delinquent accounts promptly and follow up past-due accounts frequently.

11. Equip your credit department with adequate printed forms designed to do a good job.

12. Determine how long you are going to let an account ride before it is charged against profits and considered a loss.

13. Find out how much your credit loss should be each year related to sales and compare it with your actual experience. If you lost more, tighten up; if you lost less, loosen up.

14. Pick a reputable collection agency to collect the bad guesses.

The manner in which the customer pays, in most cases, is determined by the creditor, not by the customer's own circumstances. If one has a good plan well administered, he has low losses. Mr. Fears closed his talk with the warning that if credit is used only to expand volume, one's bad debt losses will offset what little good is derived from the credit plan.

COUNTY planning commissioners recommended recently that the Richmond, Calif., board of supervisors grant a land use permit to the M. V. Nursery Co. for development of a nursery in an area zoned for heavy industry use at Richmond.

EVERGREENS are now being grown by Adolph F. Sosnowski, 20824 Whittlock drive, Dearborn, Mich.

LINING-OUT STOCK FOR SPRING Surplus

	Each Per 100	Each Per 1000
<i>Acer palmatum atropurpureum</i> , 2¼-in. peat pots.....	\$0.60	\$0.50
<i>Aralia pentaphylla</i> , 1-yr., R. C.....	.15	.12
<i>Cotoneaster apiculata</i> , 1-yr., R. C.....	.15	.12
<i>Cotoneaster divaricata</i> , 1-yr., R. C.....	.15	.12
<i>Cotoneaster adpressa praecox</i> , 1-yr., R. C.....	.15	.12
<i>Euonymus alatus compactus</i> , 1-yr., R. C., heavy.....	.18	.16
<i>Euonymus Sarcocoe</i> , 1-yr., R. C.....	.14	.12
<i>Euonymus Silver Edge</i> , 1-yr., R. C.....	.14	.12
<i>Forsythia Beatrix Farrand</i> , 1-yr., R. C.....	.16	.14
1-yr., H. C., 6 to 12 ins.....	.08	.07
1-yr., H. C., 12 to 18 ins.....	.10	.09
<i>Forsythia Spring Glory</i> , 1-yr., R. C.....	.12	.10
<i>Forsythia spectabilis</i> , 1-yr., H. C., 12 to 18 ins.....	.09	.08
<i>Hypericum Hidcote</i> , 1-yr., R. C.....	.15	.12
2¼-in. peat pots.....	.25	.20
<i>Ilex glabra</i> , 1-yr., R. C.....	.12	.10
<i>Juniperus excelsa stricta</i> , 1-yr., R. C.....	.12	.10
<i>Juniperus hetzi</i> , 2-yr., beds.....	.25	.20
<i>Kerria japonica pleniflora</i> , 1-yr., R. C.....	.18	.15
<i>Kolkwitzia amabilis</i> , 1-yr., R. C.....	.18	.15
<i>Lonicera Arnold's Red</i> , 1-yr., R. C.....	.18	.15
<i>Lonicera Wheeling</i> , 1-yr., H. C., 12 to 18 ins.....	.07	.06
<i>Mahonia aquifolium</i> , 2-yr., S., 6 to 9 ins.....	.12	.10
2-yr., S., 9 to 12 ins.....	.14	.12
<i>Pieris japonica</i> , 2-yr., beds, 9 to 12 ins.....	...	.30
2-yr., beds, 12 to 15 ins.....	...	.35
<i>Potentilla Gold Drop</i> , 1-yr., R. C.....	.12	.10
<i>Potentilla Katherine Dykes</i> , 1-yr., R. C.....	.12	.10
<i>Rosa hugonis</i> , 1-yr., R. C.....	.12	.10
<i>Viburnum americanum</i> , 1-yr., R. C.....	.15	.12
<i>Viburnum opulus nanum</i> , 1-yr., R. C.....	.15	.12
<i>Viburnum sterile</i> , 1-yr., R. C.....	.15	.12
<i>Viburnum tomentosum</i> , 1-yr., R. C.....	.15	.12

We also have the following items available in limited quantities. Send us a list of your needs and we will quote.

Berberis Crimson Pygmy
Caryopteris incana
Clethra alnifolia
Cotoneaster horizontalis
Deutzia gracilis
Deutzia gracilis rosea
Deutzia lemoinei
Deutzia scabra
Euonymus coloratus
Euonymus erectus
Forsythia intermedia aurea
Forsythia Lynwood Gold
Ilex convexa

Juniperus Andorra compacta
Ligustrum ibota aurea
Lonicera ledebouri
Lonicera Wheeling
Philadelphus coronarius
Potentilla Klondike
Prunus cistena
Salix purpurea nana
Salix discolor
Spiraea prunifolia
Viburnum tomentosum plicatum
Weigela florida purpurea

CHAMPION NURSERIES, INC.
Perry, Ohio

RED and GOLD

"JAVA RED" WEIGELA

(*Weigela florida atropurpurea*)

An easily grown RED-LEAVED WEIGELA with clear pink flower clusters.

Heavy outdoor-rooted cuttings, \$30.00 per 100, \$250.00 per 1000.

"GOLD-LEAF" FORSYTHIA

(*Forsythia intermedia aurea*)

Golden-leaved Forsythia with pale yellow flowers. Found by us in a flowering shrub border.

Heavy outdoor-rooted cuttings, \$30.00 per 100, \$250.00 per 1000.

These two items are unusual, attractive and completely hardy in our locality. Order your stock early.

BEARDSLEE NURSERY

Perry, Ohio.

LINING-OUT SPECIALS

	Per 100	Per 1000
Cotoneaster acutifolia		
12 to 18 ins.	\$ 7.00	\$ 65.00
9 to 12 ins.	6.00	55.00
6 to 9 ins.	5.00	40.00
3 to 5 ins.	3.00	25.00

Dwarf Colorado Ninebark (Physocarpus Monogynus)		
12 to 18 ins.	7.00	65.00
6 to 12 ins.	5.00	45.00

Zabeli Honeysuckle Pure strain guaranteed.		
18 to 24 ins.	11.00	100.00
12 to 18 ins.	8.00	75.00
9 to 12 ins.	6.00	55.00

Sakhalin Honeysuckle (Lonicera maximowiczii sachalinensis)		
A true red honeysuckle.		
18 to 24 ins.	15.00	140.00
12 to 18 ins.	12.00	110.00
9 to 12 ins.	9.00	85.00

HEDGING

Zabeli Honeysuckle Pure strain guaranteed.		
18 to 24 ins., br. ..	15.00	140.00
12 to 18 ins., br. ..	11.00	100.00

SUMMIT NURSERIES, INC.
Rt. 4 Stillwater, Minn.

Peach
Hydrangea P. G.
Hydrangea P. G. (Tree Form)
Ornamental Trees
Grapevines, 1-yr. and 2-yr.

Thorne Brewster

WILLOWBEND NURSERY
PERRY, O.

SMALL FRUIT PLANTS and VEGETABLE ROOTS

We grow for the whole-sale trade only.

KRIEGER'S WHOLESALE NURSERY
Bridgman, Mich.

Specialists in PERENNIALS

SEEDS—PLANTS—BULBS
Perhaps America's largest list of unusual plant materials.

Wholesale catalog on request.

PEARCE SEED COMPANY
Dept. N MOORESTOWN, N. J.

OBITUARY

Moultrie H. Lanier

Moultrie H. Lanier, owner of Colonial Farms, Inc., Richmond, Va., died December 27 in a Richmond hospital. He was secretary-treasurer of the Virginia Nurserymen's Association in 1948 and served as president in 1950. Also an active member of the American Association of Nurserymen, he was president and membership chairman of chapter 17 of the A. A. N. at the time of his death.

Mr. Lanier is survived by his widow, LaVina; two sons, Moultrie S. and Paul W., two daughters; his father; a brother, and two sisters.

Herbert M. Thrasher, Sr.

Herbert Maxwell Thrasher, Sr., part owner of Greenbrier Farms, Inc., Norfolk, Va., died December 7 at his home at Palatka, Fla. A co-founder with his father and five brothers of the 6,000-acre Virginia nursery, Mr. Thrasher had operated the firm's growing grounds at Palatka for the past 16 years. He is survived by his widow, Mrs. Beulah R. Thrasher; a daughter, Virginia; a son, Herbert M., Jr., and three brothers, Allen S., R. Guy, and Samuel H., of Norfolk county.

Edward J. Frese

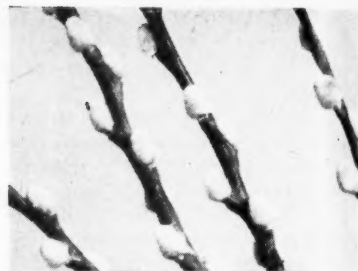
Edward J. Frese, owner of the Frese Nursery, Quincy, Ill., died December 1 at his home after a long illness. He was 66 years old. A native of Illinois and a Quincy resident for the past 58 years, Mr. Frese was a member of St. John's Catholic church and of the Holy Name Society. Among survivors are his widow, Mary; three sons, and a daughter.

Earle R. Kelley

Earle R. Kelley, 70, owner and operator of Ornamental Gardens, Miami, Fla., until his retirement in 1957, died December 6. Born in Florida, Mr. Kelley established his nursery at Miami in the mid-1920's and served as president of the Nurserymen's Association of Dade County in 1952-53. He is survived by two brothers and a sister.

C. M. McNally

C. M. (Mac) McNally, owner of the Green Thumb Nursery, Lancaster, Calif., died at his home December 13. Mr. McNally was born at Pittsburgh, Pa., in 1905 and moved



PINK FRENCH PUSSY WILLOW

(Salix Discolor Selection)

Beautiful February-forcing strain. Catkin sheath is a rich mahogany red with attractive large silvery-pink catkins when mature.

	Per 100	Per 1000
18 to 24 ins.	\$30.00	\$250.00
24 to 36 ins.	35.00	300.00
Rooted cuttings	12.00	100.00

BEARDSLEE NURSERY Perry, O.

RED RHUBARB

Chipman's Canada Red

\$25.00 per 100

Valentine

\$30.00 per 100

Write for prices
on larger quantities.

KEELER'S GARDENS

Parker, S. D.

WE OFFER . . .

Our General Line of

SMALL FRUIT PLANTS

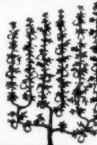
Let us quote on your
requirements.

L. J. RAMBO'S WHOLESALE NURSERIES
Bridgman, Michigan

Invest in Top Quality

Dwarf Fruit Trees Espalier Trained Fruit Trees

For retail sales. Malling No. 11, VII and IX rootstock. Hardy, northern-grown 1-year and 2-year old trees, guaranteed free from insect pests and plant disease. Send today for wholesale prices.



HENRY LEUTHARDT ALL TREES GRAFTED
Dept. A, Port Chester, N. Y.

SEEDS

Collectors of Tree, Shrub and
Wild Flower Seeds

Crude Drugs and Ornamentals

E. C. MORAN, Stanford, Mont.

NEPCO LAKE NURSERY

TOP QUALITY

NORTHERN GROWN EVERGREENS



- seedlings
- transplants
- lining-out stock

WRITE FOR CURRENT PRICE LIST

NEKOOSA-EDWARDS PAPER CO., PORT EDWARDS, WIS. • PHONE TUXEDO 7-3250

A TOP SELECTION OF QUALITY PLANTS

Our list contains the newest and best in ground covers, azaleas, broad-leaves, shrubs, perennials and chrysanthemums. We are among the very few in the trade to supply you with a complete descriptive list, free for the asking, to help you plan more effectively.

DAPHNE CNEORUM (Garland Flower)

This beautiful evergreen subshrub is acclaimed by leading horticulturists as the finest available in its category. Unexcelled as an edging or specimen in front of foundation plantings. Highly scented, rose-pink flowers cover the foliage in spring, bloom intermittently in summer and quite fully again in autumn. The plant itself never grows taller than 8 to 10 ins. Our strain has proved hardy and easy to grow. Complete planting directions furnished with each shipment. The material supplied is ideal for potting, canning or lining out in the field. Every year is a sellout, so order now to avoid disappointment.

2-in. pots Per 10, \$3.00; Per 100, \$25.00
 1-yr., 6 to 12 ins., bushy and branched Per 10, 4.50; Per 100, 40.00

P. O. Box 189

THE JOSEPH F. MARTIN CO., INC.

Painesville, O.

to southern California with his wife, Maude, in the early 1930's. He had operated the Green Thumb Nursery for the past six years, also writing a weekly garden column for a local newspaper. He was a 32nd degree Mason and a Shriner. In addition to his widow, survivors include a brother and a sister, both of Pittsburgh.

Jacob J. Levison

Jacob J. Levison, 78, landscape architect and former chief forester of New York city, N. Y., died in a New York hospital after a long illness January 1.

Mr. Levison, who came to this country at the age of 8, was one of the crusading forest conservationists who organized the United States for-

est service, which honored him with a "charter membership." A member of the Society of American Foresters, Mr. Levison was also a lecturer and the author of several books. Survivors include his widow, Myrtle, and three daughters.

Harry W. Shepherd

Harry W. Shepherd, Berkeley, Calif., reputedly the first person in California to receive a bachelor of science degree in landscape architecture at the University of California, died January 3 at the age of 70. He retired from the University of California in 1955, after 33 years of teaching.

Professor Shepherd served as landscape architect consultant for the state for two years, was the author

of many articles, and at one time was president of the American Association of Landscape Architects.

ROSE DRESDEN BOWS

Being introduced this year by the Ilgenfritz Nurseries, Monroe, Mich., the new pink Dresden rose is being cited for its free-blooming and disease-resistant characteristics. It is a hybrid tea having a delicately colored light pink tone on the edges of the petals to give an over-all effect of shell pink. The buds are described as large and long-pointed, opening into full flowers with slightly recurved petals. An exhibition rose, Dresden is said to have above-average keeping quality for the cut blooms.

SURPLUS NURSERY STOCK

White Dogwood, 3-yr., T.
Spaced. Can be B&B if
desired.

Per 100

30 to 36 ins., B. R.	\$ 40.00
36 to 42 ins., B. R.	50.00
42 to 48 ins., B. R.	60.00
4 to 5 ft., B. R.	70.00
5 to 6 ft., B. R.	80.00
6 to 7 ft., B. R.	100.00

Add 25c for B&B Dog-
wood on the two small-
er grades. 40c on the
four larger grades.

Spiraea vanhouttei, 2-yr., cutting-grown	Per 100
2 to 3 ft., br.	\$20.00
18 to 24 ins., br.	15.00
12 to 18 ins., br.	10.00

Tulip Poplar, 2-yr., S.	
2 to 3 ft.	8.00
3 to 4 ft.	12.00
4 to 5 ft.	15.00
5 to 6 ft.	20.00

Pink Dogwood, 1-yr., bud- ded on transplant un- derstock	
12 to 18 ins.	50.00
18 to 24 ins.	65.00
24 to 30 ins.	75.00

Boxwood, 4-yr.	
10 to 14 ins., B&B	125.00

FAULKNER SPRINGS NURSERY

P. O. Box 242

McMinnville, Tenn.

RUGOSA ROSES

Own Root — Well Branched
COLORFUL — HARDY — FRUITING

	No. 1	No. 1½	No. 2
Belle Poitevine, double, pink	1140	3590	
*Hugonis, single, yellow	1280	620	
Rugosa alba, single, white	450	1340	
Rugosa rubra, single, red	220		
Sir Thomas Lipton, double, white	410	670	560

*Hugonis is nonfruiting.

Priced each, in lots of:	No. 1	No. 1½	No. 2
10 to 29	60c	50c	40c
30 to 99	54c	45c	36c
100 to 299	48c	40c	32c
300 and up	42c	35c	25c

Housed, ready to go. Packing is extra.

CHASE NURSERY CO.

Chase, Ala.

RHUBARB

Chipman's Canada Red

First-grade divisions. Can ship any quantity any time.

Inquire for prices.

C. D. WRIGHT

Hamburg, Iowa

Ornamental Crab Apples, by A. F. den Boer. Foliage, flowers, fruit, forcing
as pot plants, etc. 226 p., illus. (1959). \$4.95.
American Nurseryman 343 S. Dearborn St. Chicago 4, Ill.

Maurice C. Ravensberg Boskoop, Holland

Reliable exporters for general nursery
stock since 1922.

Catalog on application

FLORIDA - GROWN CITRUS

4-in. and 6-in. plastic pots.

Write for prices.

GOOCHLAND NURSERIES, INC.
Pembroke, Fla.

FRUIT TREES Dwarf and Standard

Send for Wholesale List

KELLY BROS. NURSERIES, INC.
Dansville, N. Y.

1960 A. A. C. S. Winner SPARKLING BURGUNDY

(Plant Pat. No. 1539)

A hardy Sasanqua of rare beauty.

CASADABAN'S NURSERIES
Abita Springs, La.

CHICAGO METROPOLITAN LANDSCAPE GROUP ELECTS

January 12, the Chicago Metro-
politan Landscaper's Association
held an afternoon business meeting
and evening banquet and dance at
the Oak Park Arms hotel, Oak Park,
Ill., with an attendance of 177 mem-
bers and their wives. John Jensen
was master of ceremonies.

Robert Huffman outlined the ac-
tivities to be followed in the group's
educational plan and stressed the
necessity of members outselling the
fly-by-night landscape men. Efforts
will be merged, he pointed out, with
related associations, such as the Chi-
cago chapter of the American Asso-
ciation of Landscape Architects, the
Ornamental Growers Association of
Northern Illinois, the Illinois State
Nurserymen's Association, the Sod
Growers Association, the Illinois
Turf Grass Foundation and the
Midwest chapter of the National
Shade Tree Conference.

The following slate of officers was
elected: President, Walter Vogel;
vice-president, George N. May; sec-
retary, Earl Kraus; treasurer, Bacil
Hurr, and directors, for two years,
George De Aruda and Walter Stern,
and for one year, Otto Claus.

Past Year's Activities

Secretary Bacil Hurr, reviewing
the activities of 1960, spoke of the
educational program directed to the
public by radio and the lectures and
slide presentations for members.
Warren's Sod Nursery gave members
the opportunity of attending lectures
on salesmanship and on the produc-
ing and maintaining of lawns. Other
subjects on which talks were given
during the year included costs and
accounting operations, landscape de-
sign and drainage and erosion con-
trol. The H & E Sod Nursery fur-
nished and distributed literature
from Purdue University on estab-
lishing and maintaining lawns.

John Ziggler provided a lecture on
soil structures and plant foods, and
Robert Nordeen talked on the varie-
ties of trees that can be used in the
immediate area with success.

Robert Huffman and Robert Hoy
drafted a standard contract form
that was readily accepted by the as-
sociation. Funds were contributed to
the Illinois Turf Grass Foundation to
aid research work. For the conveni-
ence of all members in the Chicago
area, meetings have been held north,
south and west. A continuation of
the programs covering many matters
of interest to the group is being
planned for meetings to be held dur-
ing the current year.

TAXUS CAPITATA



EXCELLENT QUALITY

PRICES AT OUR NURSERY

	Each	Each
	10 to 49	50 and up
2 to 2½ ft. . . .	\$5.50	\$5.25
2½ to 3 ft. . . .	6.50	6.25
3 to 3½ ft. . . .	7.50	7.25

We Invite Your Inspection

Quality Plants Since 1841

HILLENMEYER
Nurseries
GEORGETOWN, MD.
ON U.S. 25 NORTH
LEXINGTON, KY.

TEXAS INSTITUTE

[Continued from page 24]

to answer questions about products or services. A good salesman should have all possible information regarding his product and should not try to bluff the customer, who may occasionally pose test questions. If the salesman does not know an answer, he should obtain the information for the customer. Not only should the salesman be versed in the facts concerning his product, but he should also be familiar with the benefits which might be gained by using the product, in savings and preventing complaints, maintenance, costs, worry, fear, danger or waste.

The following rules for demonstrating a product were given: 1. Salesman first says something about the product. 2. The salesman does something with the product. 3. The salesman gets the prospect to do something with the product. 4. The salesman points out the benefits as the prospect is handling the product. 5. The salesman insures and fixes the sale with a request for a commitment.

Sales can be increased through the use of suggestions, it was brought out, and the following opportunities for this technique were given: 1. Suggest related merchandise. 2. Suggest

larger quantities. 3. Suggest higher-priced merchandise. Do not imply, however, that any of your merchandise is "cheap." 4. Suggest new merchandise. Use the word "new" whenever possible. Play up any national advertising of your product. 5. Suggest specials or advertised goods. 6. Suggest new uses for merchandise. 7. Suggest merchandise for special occasions, such as Arbor day, all holidays, birthdays, weddings, housewarmings and other parties.

Know Competitor Facts

There is a need for knowing about one's competition, the speaker declared, although in today's market competition may not just be another business in the same trade, but merchants in many other lines. Not only should one know everything about his local competition from a general standpoint, but he should know more specifically how the competition sells its products. In knowing this the sales force may be able to show benefits and values which a competitor neglects when selling the same product to a customer.

Following is a list of the data which a nurseryman might well learn about his competition:

Who is he?
Where is he located?
How many employees has he?

In what products or services does he compete? Is he in competition with part or all of our products or services?
What service does he render?
What are his prices?
What is his standing in the market?
What are his advertising policies?
What is his credit rating?
What is the popularity rating of his products?
What is his volume of business?
What type of equipment does he sell?
Does he cut prices?
What is his reputation for dependability?
What are his advantages over you and your advantages over him?
What are all the related tie-in items he offers?
What is his source of supply?
What are his transportation methods?
What are his major selling points?
Does he give cash discounts?

Other Customer Contacts

Mr. Merrett told some approach methods and ways to determine customer interest or disinterest. If the customer picks up a product, smells it, stretches it or opens it up, certainly he is interested. If he asks, "Will you take a check?" or "Do you deliver?" do not waste time, but consummate the sale as soon as you are able to do so.

Do not rush a customer who shoves the product away, walks off, looks at a clock or asks the time. Do not argue with a customer about price, but note there is a difference between a

LINERS FROM OPEN BEDS

All our cuttings are rooted in soil in outside beds under mist — then hardened off and thoroughly established in the soil where they make a mature, hard root system and often some top growth. Many of these rooted cuttings will have to go into 3-in. or larger pots. Better not plan on putting any except the smallest in 2½-in. pots because they just won't fit. Of course, some of the *Ilex crenata* varieties and some of the others can go in pots that small. Some of our friends put the larger rooted cuttings right out in the field and usually have good luck with them, if planted at the right time; that seems a little radical to us and we don't recommend it. However, any plant we list as a bed-grown liner is ready for the field.

Mo., Yr.—date rooted BG—bed-grown
RC—rooted cutting C—cuttings
Field—field-grown S—seedlings
Arborvitae—See Thuja

Berberis Crimson Pygmy—RC, July 60, 3 to 5 ins., nearly all pretty well-branched to fairly bushy, 12c; light, BG, liners, 18 mos. old, branched to fairly bushy, 6 to 9 ins., 18c; heavy, BG, liners, 6 to 9 ins., bushy, 25c; heavy, BG, 3-yr., 9 to 12 ins., bushy, 40c.

Berberis julianae—The hardest evergreen barberry—C, rooted Aug. 60, 5 to 6 ins., 9c; C, rooted Aug. 59, ready for field, 12 ins. and up, but not branched, 15c.

Berberis julianae nana—Compact growth, darker green leaf, may be even harder. RC, Aug. 60, 5 to 6 ins., 10c; C, rooted Aug. 59, ready for field, 8 ins. and up, but not branched, 17c.

Berberis julianae pyramidalis—RC, 20c.
Berberis mentorensis—RC, Aug. 60, 5 to 6 ins., 7c; C, rooted Aug. 59, ready for field, 10 ins. and up, but not branched, 10c.

Blota—See Thuja.

FLOWERING QUINCE

Chamaelex (Cydonia)—On own root from softwood cuttings. No suckering from these plants. In our experience, Flowering Quince on its own roots grows and flowers much better than it does if grafted on anything. We still have more than 50 different varieties in our trial grounds.

Nivalis—Pure white, the best of the white-flowering quinces, vigorous, upright—RC, June 60, need to be potted or bedded, 10c; BG, liners, 8 to 15 ins., 18c; 15 to 24 ins., 24c; field, A. N. grading, 12 to 18 ins., 40c; 18 to 24 ins., 60c.

Texas Scarlet—Red, spreading grower, wider than high. An excellent foundation plant, never gets too tall. Showier than an azalea. The best for canning because of the profuse red flowers on a compact, low plant. It is the prettiest quince and maybe the prettiest plant we ever saw in a can. RC, June 60, pot or bed them, 10c; BG, liners, 8 to 15 ins., 20c; field, A. N. grading, 12 to 18 ins., 45c.

Toyonishiki—From Japan through the Morton Arboretum. Pure white, pure pink and pink and white flowers at random on the same branch. Some plants throw single branches of pure red flowers. A most remarkable effect. A clean, upright, vigorous grower, RC, June 60, 20c; BG, liners, 10 to 20 ins., 35c.

Simoni—Deep, deep red. The deepest red of all. A world-famous, old variety. A restrained grower of rather exotic branching habit. RC, June 60, small, pot or bed them, 30c; BG, liners, partly branched, 15 to 24 ins., 95c.

Ruby Glow—The deepest red (except Simoni) of the more than 70 varieties I have had, upright, vigorous—RC, June 60, 15c; BG, liners, 8 to 15 ins., 25c; 15 to 24 ins., 35c.

Phyllis Moore—From Arnold Arboretum. Fully double, red flowers in separate clusters, very beautiful and very different. BG, liners, partly branched, 15 to 24 ins., \$1.50 (it is extremely difficult to root).



Ginkgo biloba—1 yr., S, 6 to 10 ins., 8c, —ask

Cherry laurel—See Prunus

Enonymus alatus compactus—RC, June 60, strong tips, 5 to 7 ins., 8c; C, rooted Aug. 59, BG, ready for field, nearly all are lightly branched, 7 ins. and up (some up to 20 ins., you can just cut them back), 14c.

Ginkgo biloba—1 yr., S, 6 to 10 ins., 8c, \$70.00 per 1000; 2-yr., S, 10 to 15 ins., 12c, \$110.00 per 1000; 15 to 24 ins., 17c, \$160.00 per 1000.

HOLLY

Ilex cornuta femina—RC, Aug. 60, strong tips, 4½ to 5½ ins., 6 to 12 leaves, heavily rooted, 8c.

Ilex cornuta burfordi—RC, Aug. 60, strong tips, 4½ to 6 ins., 6 to 12 leaves, heavily rooted, 8c; C, rooted Aug. 59, kept cut back to 6 to 9 ins., nearly all beginning to branch well, 15c.

Ilex crenata convexa (bullata)—RC, Aug. 60, long tips, 4½ to 6 ins., 7c; C, rooted Aug. 59, kept cut back to 5 to 6 ins., beginning to branch beautifully, 10c.

Ilex crenata hetzi—RC, Aug. 60, long tips, 4½ to 6½ ins., 7c; C, rooted Aug. 59, kept cut back to 6 or 7 ins., beginning to branch well, 10c.

Ilex crenata Maxwell—A Bennett hybrid, looks like *convexa* but a much better grower. Should be a money maker. RC, Aug. 60, 8c.

Ilex crenata compacta—A Bennett hybrid, an excellent selection, good grower, quite compact, fine color, RC, Aug. 60, a little small, 8c.

Ilex rotundifolia—RC, Aug. 60, 5c; C, rooted Aug. 59, kept cut back to 6 or 7 ins., beginning to branch well, 8c.

Ilex Foster's Hybrid No. 2—Narrow, spiny leaves, red berries; fruits heavily, rapid grower, quite hardy. C, rooted Sept. 59, kept cut back to 7 to 9 ins., beginning to branch beautifully, 15c.

Ilex opaca (American Holly)—Genuine *Ilex opaca* (i.e. no southern hybrids), varieties selected for good, compact growth, good berries, guaranteed female and guaranteed male from cuttings. BG, liners, 4 to 6 ins., 17½c; 15 to 30 ins., 50c; mostly single stem, some lightly branched. *Ilex opaca* shipped only on March 1, 1961 (because that is the very best time to move American Holly).

AMERICAN HOLLY HEDGE

Ilex opaca—3½-yr., grown 2 years in Plantainer cans. Variety **Reynolds**, female, well-branched, kept cut back to 12 to 18 ins., 85c (we have too many); variety **James Baker**, female, our most compact, pyramidal selection, heavily branched, kept cut back to 15 to 21 ins., \$1.10; both have large leaves and bear large, bright red berries (no berries now). You may pick them up can and all or we will wash out the roots and pack free for shipment. Will make a perfectly beautiful, uniform hedge because all are the same clone. Or you could put them back in 2-gal. or larger cans to be sold for specimens. Ready any time.

JUNIPERS

Juniperus—All the following are from short, greenhouse-type cuttings. They were rooted under mist in beds of soil in the spring of 1960. They have been cut back several times to make nice, compact, heavy, rooted cuttings about 5 to 6 ins. high, depending on variety, beginning to bush out. None are leggy. They are still small enough to pot. If you plan to sell potted liners, many of these will be salable just as soon as they establish their roots in pots.

Juniperus hetzi—RC, 10c; \$95.00 per 1000.

Juniperus keteleeri, RC, 15c

Juniperus pfitzeriana—RC, 10c; \$95.00 per 1000.

Juniperus pfitzeriana Blue—The best, bright blue strain, not like *hetzi*, same growth habit as regular *pfitzeriana*, possibly 10 per cent faster grower. RC, 15c; \$140.00 per 1000.

Juniperus pfitzeriana Nick's Compact—RC, 10c; \$95.00 per 1000.

Juniperus pfitzeriana Ozark Compact—The best compact *Pfitzer* we have seen, not as coarse in texture as Nick's Compact. RC, 12c; \$115.00 per 1000.

Juniperus chinensis columnaris—RC, 15c.

Mahonia bealei—1-yr., S, from well-spaced outdoor beds, just right to pot, 7c; \$60.00 per 1000.

Mahonia pinnata—Somewhat like *aquilifolium*, but much better. Vigorous, compact growth in full sun, never leggy, foliage bright bluish-green, new growth red. "Sold out for this year."

DAWN REDWOOD

Metasequoia glyptostroboides—Thought extinct for 20,000,000 years, discovered in China in 1945. Royal Horticultural Society Dictionary of Gardening says, "This tree is undoubtedly one of the most notable acquisitions to our gardens of recent years." I agree. Large tree, fresh green, fernlike foliage, very rapid grower. Has made 16 feet or more in 6 years from seed. Deciduous, autumn foliage pale pink. Hardy throughout new Zone 5B at least. This includes most of original Zone IV including Lincoln, Neb.; Milwaukee, Wis.; Lansing, Mich.; Toronto, Syracuse, N. Y.; Portland, Me. Fine plants in Plantainer cans, \$2.00, pickup only. Packed for shipment in individual cartons, \$2.40.

Prunus laurocerasus schipkaensis (Cherry Laurel) — Quickly makes a large mound-shaped evergreen. RC, July 60, 5 to 8 ins., many full leaves, heavy root system, 10c; C, rooted July 59, kept cut back to 8 to 12 ins., BG, liners, beginning to branch, 20c.

Prunus laurocerasus zabellana (Cherry Laurel)—Usually considered the hardest. Spreading, like a *Pfitzer Juniper*. RC, July 60, 4½ to 7 ins., 12c; C, rooted July 59, kept cut back to 7 to 9 ins., BG, liners, beginning to branch, 20c.

Prunus laurocerasus macrophyllum (Cherry Laurel)—Certainly the prettiest with very large leaves, very dark green. Is even

customer's statement that something is "high" or that the product is "too high." The salesman can frequently explain why an item is "high," but once he admits that an item is "too high" he has usually lost a sale and has no recourse.

Mr. Merrett also discussed situations which are sometimes problems to the salesman. He brought out that whenever one is dealing with more than one individual, it is important

not to offend the companion of the potential buyer, but to introduce oneself to that person and address one's remarks to both individuals.

If it does not seem possible to sell a customer, it is usually not desirable for one salesman to turn that customer over to another employee.

Some causes for customer complaint were given as follows, according to departments involved:

Sales department: Overselling,

overstating and exaggerating, faulty merchandise, no clear understanding on price, mistake on price, no record of sales, part of merchandise left out of shipment, promising delivery of merchandise found to be not in stock, overcharging and incorrect delivery or shipping instructions.

Delivery department: Driver discourteous, merchandise not delivered when promised, merchandise delivered to wrong address, merchandise

hardier than zabeliana here. RC, a little shorter because rare and cutting wood is still scarce. July 60, 20c.

Pyraecantha varieties—C, rooted Sept. 59, kept cut back to 5 to 7 ins., good and strong, beginning to branch, with good, hard root system over a year old. Varieties: *Lalandi*, *Gibbsi* and *Gruberi*, 10c; varieties: *Kazan*, *Rumyan* and *Wyatti*, 14c.

Thuja orientalis aurea nana (Bereknans Golden Arborvitae)—Cuttings rooted spring 60, kept cut back to about 6 ins. to make them bush out, but still small enough for a 2½ or 3-in. pot. Several nurserymen have put these right into the field, 10c; cuttings rooted spring 59, kept cut back to 6 to 8 ins., beginning to branch, but not rounded out yet. Heavy, of good caliber, with fine root systems, 15c.

VIBURNUMS

Viburnums—All these Viburnums are rooted from soft tips in spring or early summer. They grow some during the summer and fall, which makes the rooted cuttings from 4 to 5 ins. up to 12 or more inches tall depending on variety. It is hardly fair to call them rooted cuttings since some of them are more like light, young, bed-grown liners. However, they have not been transplanted, are not branched and most of them are still small enough to pot.

Viburnum burkwoodi—RC, June 60, some beginning to branch, 10c.

Viburnum chenaulti—More compact and shapely than burkwoodi, RC, June 60, 15c; 2-yr. liners, C, rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, 30c.

Viburnum juddii—Better than carlesii. Flowers really pink. A more compact plant with more attractive leaves, not subject to leaf spot, RC, June 60, 15c; 2-yr. liners, C, rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, 30c.

Viburnum macrocephalum sterile—

(CHINESE SNOWBALL)

This is the one we love. Dazzling white snowballs, often 8 to 9 ins. in diameter, as big as a man's head, a clean, vigorous grower. On own roots, much better growth than if grafted, C, rooted July 59, in polyethylene plant bands, same amount or soil as in 3-in. pots, 65c.

Viburnum opulus sterile (Common Snowball)—RC, June 60, 10c.

Viburnum rhytidophyllum (Leather-Leaved Viburnum)—RC, July 60, 12c.

Viburnum rhytidophyloides—A hybrid between V. rhytidophyllum and V. lantana, similar to rhytidophyllum, but is hardier, RC, July 60, 15c.

Viburnum tomentosum plicatum (Japanese Snowball)—RC, July 60, 12c.

Viburnum tomentosum plicatum grandiflorum—Snowballs considerably larger and whiter than regular Japanese Snowball, RC, July 60, 20c.

IN PLANTAINER CANS

American Holly; **DAWN REDWOOD**; **Pyraecantha lalandi**, **Gruberi**, **Wyatti**, **Kazan** and **Gibbsi**; **Flowering Quince**; **Magnolia grandiflora**; **Mahonia bealei**; **Bereknans Golden Arborvitae** and others. They are good and are ready to move now. Please come by to see them.

FREE PACKING, liners in sphagnum moss and polyethylene plastic. Cash with order or 25% deposit, balance at time of shipment.

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WINCHESTER - TENNESSEE

For **BOOKS** on trade operations, gardening, plants and other horticultural subjects, write for our new descriptive list of "Books for Nurserymen", dated May 1, 1960.

AMERICAN NURSERYMAN
343 S. Dearborn Chicago 4, Ill.

damaged when delivered and delivery charge made after salesman promised free delivery.

Accounting and records department: Credit turned down in error, merchandise charged to wrong account, statements sent in error, bills sent to wrong address, failure to change address when notified, bills sent after payment for goods, customer's correspondence ignored and lack of courtesy.

Handling Complaints

Following are some rules given by Mr. Merrett for handling complaints:

1. Listen to the complaint. Encourage full detail, but do not interrupt until customer has finished.

2. Do not reflect customer's hostile mood; yet do not be too cheerful, lest he think you are mocking him.

3. Be agreeable and consider the complaint. Let your courtesy be a model for the customer.

4. Show that you are surprised and ask him to repeat the complaint.

5. If he speaks rapidly, speak slowly. If he speaks loudly, speak softly.

6. You may say, "I can understand why you would be disturbed; I will check into the matter."

7. Remember that the primary purpose in listening to the complaint is to serve as a safety valve, so that the customer can let off steam.

8. If you are going to make an adjustment, tell the customer promptly.

9. If you make an adjustment, do it graciously and not reluctantly.

10. Do not argue. You may win the argument but lose the customer.

11. Thank the customer for letting you know of the difficulty and for letting you help him.

Mr. Merrett's part of the program lasted a day and a half, with periods being devoted to written work by the nurserymen, who also received homework assignments dealing with product facts and sales techniques.

Work Policies

Immediately after lunch January 9, Dr. F. L. Mize, head of the department of management at Texas Tech gave a talk on issuing orders to a foreman. In addition to defining what role management, planning, organizing, direction, policies, procedures and methods have in the over-all business scene, Mr. Mize stressed the importance of training and how often it is necessary to repeat training for learning.

Job assignments should proceed directly from the superior to the worker involved in the execution of the order. Second, the order should be definite, answering the questions

SPRING SALE

Woodward Globe Arborvitae
18 ins., full \$1.15

Bereknans Arborvitae
15 to 18 ins. 1.00
18 to 24 ins. 1.15

Baker Arborvitae
(Biota, Compact)
18 to 24 ins., 2 yrs. old. . 1.00

Baker Arborvitae
24 to 30 ins., 3 yrs. old. . 1.25

Greek Juniper
18 to 24 ins., heavy 1.15

Hetz Juniper
18 to 24 ins., 2 yrs. old. . 1.15

Irish Juniper (Fastigiata)
3 to 4 ft. 1.00

LINERS FROM CLOSE FIELD ROWS

Biota Bereknans
7 to 10 ins., TT.16

Biota Howard Blue Spiral
10 to 12 ins., TT.16

No shipment on B&B stock by truck lines or railway express.

Terms: Cash only.

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Phone: UL 8-5503 Baxter, Tenn.
8 miles west of Cookeville; 45 miles north of McMinnville

FINISHED STOCK

Finest Quality B&B

Your Choice \$1.00 Each

Baker's Arborvitae, 2½ to 3½ ft.
Excelsa Arborvitae, 2½ to 3½ ft.
Blue Cone Arborvitae, 2½ to 3½ ft.
Bereknans Golden Arborvitae, 18 to 24 ins.
Hetz glauca Juniper, 18 to 24 ins.
Greek Juniper, 18 to 24 ins.
Pfitzer Juniper (Nick's), 15 to 18 ins.
Pfitzer Juniper, 15 to 18 ins.
Andorra Juniper, 15 to 18 ins.

Cherry Laurel, 3 to 4 ft., \$1.50 each

CROSSVILLE NURSERIES

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Lawrence 8-2519—Night

ROSEBUSHES

125 Standard and Patented Varieties
BARE-ROOT ROSES
"HAND SELECTED"

MACHINE-PACKAGED ROSES
In All NEW ACETATE
ROOT BAGS

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Write for Spring, 1961, List

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BIG RIVER NURSERY MEANS QUALITY PLANTS

BIOTA AUREA NANA (Berckmans)	Each
24 to 28 ins.	\$1.25
BIOTA BAKERI	
42 to 46 ins.	1.25
THUJA WOODWARDI	
12 to 15 ins.	1.00
BIOTA BONITA	
20 to 24 ins.	1.25
JUNIPER, EXCELSA STRICTA	
16 to 20 ins.	1.00
JUNIPER, HETZI GLAUCA	
24 to 30-in. spread	1.25
30 to 36-in. spread	1.50
JUNIPER, VIRGINIANA KETELEERI	
48 to 52 ins.	2.50
EUONYMUS PATENS (Small-leaved)	
24 to 28 ins.	1.00
EUONYMUS RADICANS	
18 to 24 ins.	1.00
ILEX OPACA (American Holly)	
30 to 36 ins.	1.50

BIG RIVER NURSERY

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JUNIPER and ARIZONA CYPRESS GRAFTS

20,000 Unsold for Spring, 1961

SPECIMEN EVERGREENS

Juniper, scopulorum Blue Heaven, 2 to 5 ft.

Juniper, scopulorum columnaris sneedi, 2 to 4 ft.

Moraine Locust, whips (Plant Patent No. 836)

Shademaster Locust, whips (Plant Patent No. 1515)

Sunburst Locust, whips (Plant Patent No. 1313)

HEAVY SHRUBS

LINING-OUT STOCK

NEW MAILING ADDRESS:

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WRITE FOR SPRING, 1961 PRICE LIST

TAXUS CAPITATA

Large Quantity—Japanese Seedlings
Good Quality—Single Leaders
Come See—Write for prices.

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9409 Shelbyville Rd. Louisville 7, Ky.

HARDY ENGLISH IVY, HARDY BALTIC IVY

Rooted cuttings for landscape planting.
\$7.50 per 100; \$65.00 per 1000.

Peat pots,
\$18.00 per 100; \$150.00 per 1000.

BEARDSLEE NURSERY Perry, Ohio

who, what, when, where and how. Third, the order should be clear. Fourth, the assignment should be a reasonable one for the person involved. Fifth, the supervisor should follow up to see that the order was fulfilled and measure the foreman's performance against the standard for the job. If the job was performed well, give credit to the individual involved. If the job was not done properly, the supervisor should correct the individual. If correction fails to effect a change, the individual should be separated from that particular role or phase of operation.

Use of Sprays

After lunch at the Student Union building January 10, Dr. Donald Ashdown, professor of entomology, Texas Tech, discussed the "Use of Insecticides and Fumigants." After discussing the relative toxicity of insecticides, ranging from extreme to mild, the speaker discussed the effects of organic phosphorus insecticides upon employees who use and apply the materials. He stated that a person becomes less resistant to the materials as he repeatedly uses them. He also mentioned how the choline esterase level in the blood is depleted with exposure to organic phosphorus materials and how the normal level will build back up, usually in three or four weeks. However, it would be a wise investment to have periodic choline esterase tests made upon the individuals who handle organic phosphorus materials repeatedly.

Lowering the choline esterase level increases poisoning susceptibility, Dr. Ashdown indicated. He suggested that it would be desirable to rotate use of trained personnel, to reduce frequency of contact with the material and to avoid carelessness which may occur because an operator has used the material frequently without injury.

Dr. Ashdown also stressed timing spray applications to coincide with the development of the young insect when it is highly susceptible to controls. Another stage in which many insects can be controlled occurs immediately after they molt their skins.

Dormant sprays were mentioned as highly effective and inexpensive compared to procedures that will have to be used to control the same insects during summer, if trees are not sprayed before that time. Difficulties of nematode control and techniques to improve the effectiveness of soil fumigation were told.

Charles Libby, director of building operations of Texas Tech, discussed "Employee Morale" and told

techniques used to boost the efficiency of his custodial workers. He pointed out that custodial activities are normally considered lowly, but through a program of employee training, supplying neat uniforms and giving rewards in the form of advancement, small salary increases and distinctive shoulder patches, the efficiency and over-all performance of his personnel has been elevated to a high level.

The increases in salary are based both upon performance and written examination dealing with the procedures, operations and materials with which the personnel work. The force, in addition to becoming respected workers, through their efficiency and diligence earn the esteem of other college personnel. This, in turn, aids in promoting employee self-esteem and job satisfaction and eliminates constant replacement of personnel.

Prof. E. J. Urbanovsky, head of the department of horticulture and park management, concluded the session Tuesday afternoon, January 10, with an address describing the activities of the department, the curriculum and specific projects under way. Professor Urbanovsky brought out the interest in the field of horticulture shown by the students at the college through the fact that over 325 enrolled this past fall semester for the semester course in basic horticulture. These students came from all sections of the college, and almost two thirds of these students elected to take this course.

Professor Urbanovsky also discussed the active summer internship program, which takes departmental students to many parts of the United States to work in parks and other divisions of the horticulture industry.

NEW RED ROSE NAMED

Americana is the name that has been given to a new red hybrid tea rose by the Jackson & Perkins Co., Newark, N. Y. The rose was judged the "1961 Rose of the Year" by the 10,000-member home rose testing panel of the firm, and the name was suggested by four persons.

The brilliant red color takes on a velvety sheen as the flowers develop, it is said, and the gentle fragrance is reminiscent of the old-fashioned roses. Blooms are said to be five and one-half to six inches, many of them being produced on 3 to 4-foot plants having disease-resistant foliage. One parent is the New Yorker rose. E. S. Boerner, plant research director and secretary of the Jackson & Perkins Co., was the hybridizer.

Quality, Nursery-Grown SHADE TREES and Other Items

Sugar Maple, 3-in. cal. and smaller

Silver Maple, 3-in. cal. and smaller

Red Maple (rubrum), 1½ to 2-in. cal., 8 to 10 ft. and 6 to 8 ft.

Green Ash, 2½-in. cal. and smaller

Hackberry, 8 to 10 ft. and 6 to 8 ft.

Honey Locust, Thornless, 2½-in. cal. and smaller

Pin Oak, 3-in. cal. and smaller

Willow Oak, 2½-in. cal. and smaller

American Linden, few 3-in. cal., also 6 to 8 ft. and 8 to 10 ft.

Redbud, 2½-in. cal. and smaller

Sweet Gum, 2½-in. cal. and smaller

Tulip Poplar, 3-in. cal. and smaller

Sycamore, 3-in. cal. and smaller

European Mountain Ash, 8 to 10 ft. and 6 to 8 ft.

Chinese Elm, all sizes 6-in. cal. and smaller

Cornus florida and **Cornus florida rubra**, 7 to 8 ft. and smaller

Purple Fringe, 6 ft. and smaller

Oak-Leaved Hydrangea, 3 to 4 ft., heavy br.

Flowering Crab Apple, 8 best varieties, 1½-in. cal. and smaller

Apple, 22 best varieties, 1 and 2-yr., heavy br., all sizes

Peach, 38 best varieties, 1-yr., 1-in. cal. and smaller

Pear, six varieties, 1 and 2-yr.

Double-Flowering Peach, in quantity and quality

Apricot, **Nectarine**, **Plum**, including **Purple-Leaved**

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The Homestead Nurseries H.G. Benckhuysen. Boskoop. Holland

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Crimson King Maple

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Write for descriptive catalog.

Pin Oak

White Birch

Hemlock

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Fruit Trees

BOYD NURSERY CO., INC.

McMinnville, Tenn.

Pink Dogwood

(*Cornus florida rubra*)

	Each	Each Per 100
1-yr., 6 to 12 ins.	\$0.40	\$0.35
1-yr., 12 to 18 ins. ....	.50	.45
1-yr., 18 to 24 ins. ....	.60	.55
1-yr., 24 to 30 ins. ....	.85	.75
1-yr., 30 to 36 ins.	1.00	.90
2-yr., 3 to 4 ft.	1.50	1.40
2-yr., 4 to 5 ft.	2.50	2.25
2-yr., 5 to 6 ft.	3.00	2.75

White-Flowering Dogwood

(*Cornus florida*) 2-yr.

4 to 5 ft., br.	1.25	1.00
3 to 4 ft., br. ....	.90	.60
2 to 3 ft., br. ....	.50	.40
18 to 24 ins., br. ....	.25	.20
12 to 18 ins., br. ....	.10	.08

Flowering Crab Apple

Eleyi, Hops and Almey

1-yr., 2 to 3 ft., whips ...	.30	.25
1-yr., 3 to 4 ft., whips ...	.35	.30
1-yr., 4 to 5 ft., whips ...	.45	.40
2-yr., 3 to 4 ft., br. ....	.45	.40
2-yr., 4 to 5 ft., br. ....	.60	.50
2-yr., 5 to 6 ft., br. ....	.75	.65

(For Almey, add 15c a tree.)

Flowering Peach

Red, White, Pink and Peppermint

12 to 18 ins. ....	.15	.13
18 to 24 ins. ....	.25	.20
2 to 3 ft. ....	.30	.25
3 to 4 ft. ....	.35	.30
7/16 to 9/16-in. cal. ...	.40	.35
9/16 to 11/16-in. cal.45	.40

Write for special prices on quantity lots. 300 at 1000 rate.

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CONIFERS and BROAD-LEAVED

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Pennsylvania

Regional Meeting

At Pittsburgh

By Frank Curto

The 18th regular meeting of the Western region, Pennsylvania Nurserymen's Association, was called to order by Chairman Domenic Palombo, South Hills Nurseries, Pittsburgh, at the Park Schenley restaurant, December 8, with 51 members and guests present.

After the reading of the September minutes and the treasurer's report, Chairman Palombo called on Louis Wissenbach, Squirrel Hill Nursery, Pittsburgh, to introduce discussion on the uniform retail guarantee agreement to be formulated at the next P. N. A. board meeting. After considerable discussion by the members, whose practices range from no guarantee whatsoever to a 100 per cent guarantee on all stock sold or planted, it was concluded that the association's replacement agreement, in its present form, was acceptable to all the region members present.

Chairman Palombo, whose nursery accounts for the past several years were recently audited by agents of the Pennsylvania bureau of internal revenue, passed onto the membership the details of the state sales and use tax that had been interpreted for him by the agents. This proved to be an extremely interesting topic, and Mr. Palombo answered many questions from the group on various phases of the tax laws.

In his report for the co-operative purchasing committee, Chairman W. A. Morten, Jr., Coraopolis, recommended that co-operative purchasing and marketing of fertilizer be discontinued, as sales of the product had dropped so low that revenue to the association was negligible and production was unprofitable for the manufacturer. In accordance with Mr. Morten's suggestion, the motion was made and passed that the co-operative purchasing committee be disbanded.

Business meetings for the rest of the year were scheduled for March 9, September 21 and December 1 at the Park Schenley restaurant, and John Eisler's invitation to hold the annual picnic at Eisler Nurseries, Butler, was accepted, the date being set as July 11.

The members then received the

SPECIAL FOR SPRING, 1961

Nursery-Grown, B&B

	Each
3000 <i>Leucothoe catesbaei</i> , 6 to 15 ins., heavy, TT., S.	\$0.40
3000 Canadian Hemlock, 2 1/2 to 3 ft., sheared	3.25
1000 <i>Abies fraseri</i> , 2 to 3 ft.	2.50
500 <i>Cornus florida</i> , 4 to 5 ft.	3.50
500 5 to 6 ft.	4.50
5000 White Pine, TT., B. R. liners, sheared once	1.00

Collected, B&B

	Each
2000 <i>Oxydendrum arboreum</i> , 4 to 6 ft.	\$2.90
2000 6 to 8 ft.	4.00

Per 1000

10 000 <i>Kalmia latifolia</i> , 6 to 9 ins., S.	\$ 75.00
10,000 <i>Rhododendron maximum</i> , 6 to 12 ins., S.	125.00
2000 <i>Rhododendron catawbiense</i> , 6 to 12 ins., S.	150.00
1000 <i>Rhododendron carolinianum</i> , 6 to 15 ins., S.	250.00

SOLD OUT ON ALL OTHER MATERIAL UNTIL FALL, 1961

ANTHONY LAKE NURSERY, INC.

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ROOTSTOCK

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New woolly-aphid resistant
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Quince, A

Available in transplanted stock and rooted layers. Generously graded.

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WE SPECIALIZE IN FINE

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Write for Catalog

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LYNWOOD GOLD

FORSYTHIA

Recent import from Ireland. Full-flowered; deep golden color. Heavy, outdoor frame-rooted cuttings, approximately 1 ft.

\$12.00 per 100; \$100.00 per 1000.

BEARDSLEE NURSERY

Perry, Ohio

nominating committee's recommendations for second vice-president and executive committee member of the P. N. A. A written ballot resulted in the election of Domenic Palombo as second vice-president and Frank H. Brushmiller, Pittsburgh, as executive committee member.

As this concluded the afternoon's business, Chairman Palombo turned the meeting over to the program chairman, John Eisler, who introduced the first speaker of the day, William Traynor, C. P. A. and tax expert, Pittsburgh. In his talk on tax planning, he detailed the various kinds of deductions that are valid means of reducing one's total tax payment.

Mr. Traynor advised invoicing at late dates, so that payment will be made in the following year; including all allowable expenses in a given year instead of postponing them for the following year; selling securities that have declined in value; giving stocks or bonds to charitable institutions, and setting up profit-sharing plans.

He revealed that by 1962 the number of field agents in the bureau of internal revenue will be double that of the present staff. He also cautioned members to keep their accounts in good order. A lively discussion concerning tax laws followed Mr. Traynor's talk.

The next speaker on the program was Earl Blankenship, city forester for the cities of Pittsburgh and Sharon, who gave an illustrated lecture on the selection of shade trees for street tree planting. He also elaborated on the rate of growth and hardiness of the various trees he illustrated with his slides. At the conclusion of Mr. Blankenship's presentation, the meeting was adjourned for dinner and entertainment.

INDIANA ARBORISTS

[Continued from page 14]

operation control. Approached from this end, accident control need not be hindsight. The safety program then starts with three essentials: equipment, material and people.

At the foundation of a company's operation, equipment should be selected with care. Safety devices or modifications should be built in if possible. By attending to the basic points of equipment arrangement, safety can be improved and equipment damage can be prevented. Safe use of equipment demands the proper tool for the proper job. And, finally, maintenance of equipment can do much to eliminate accidents.

A similar scrutiny of materials, which, in the case of the arborist, are

FLOWERING DOGWOODS

Cornus florida Cherokee Chief®—Red-flowering Dogwood
(Plant Patent No. 1710)



(Bare-Root)	Per Each 1 to 9	Per Each 10 to 29	Per Each 30 to 100
12 to 18 ins.	\$1.15	\$1.10	\$1.00
18 to 24 ins.	1.50	1.40	1.25
24 to 30 ins.	1.75	1.65	1.50
30 to 36 ins.	2.35	2.20	2.00

Cornus florida rubra—Pink-flowering Dogwood

Cornus florida—White-flowering Dogwood

Varieties:

**Cherokee Princess
Hillenmeyer White
Double White**

↑
(Not Genuine
Without This Tag)
↓



(Bare-Root)	Each Per 10	Each Per 100
6 to 12 ins.	\$0.60	\$0.50
12 to 18 ins.	1.00	.75
18 to 24 ins.	1.25	1.00
24 to 30 ins.	1.50	1.25
30 to 36 ins.	1.75	1.50

Cornus florida—White-flowering Dogwood

2-Year, Root-Pruned Seedlings—Field-Grown

(Bare-Root)	Per 100
12 to 18 ins.	\$10.00
18 to 24 ins.	20.00
24 to 30 ins.	25.00
30 to 36 ins.	35.00

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Quality stock plus pleasing
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TEXAS NURSERY CO.

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84 Nonpatented
Varieties

	Per 100
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No. 1 1/2 . . .	27.00
No. 2 . . .	20.00

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48 patented Varieties.

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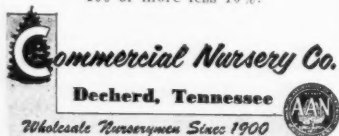
JUMBO FLOWERING CRAB APPLE

Hopa — Eleyi

6 to 8 ft. tall, heavily branched

\$1.50 each.

100 or more less 10%.



ROSE BUSHES

Patented and Standard in
Good Assortment
Bare-Root—Packaged
Write for price list.

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QUALITY STOCK GROWN BY US Cherokee Chief Red-Flowering Dogwood (Plant Patent No. 1710)

Shade Trees, Flowering Trees, Evergreens, Broad Leaved Evergreens.

Write for wholesale list.

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the trees which he works with, also involves selection. This might mean use of proper trees in proper places and selection of suitable equipment for the job at hand. Considerations would also involve the processes involved in tree pruning or removal and proper handling of the resultant debris.

Analysis of the people in the arborist's organization would begin with selection and be followed by their placement. These first two points, however, are incomplete without adequate training and adequate leadership.

Urges Use of Manuals

Mr. Daniels emphasized the need of a company manual for supervisors if the company is large. These manuals would supply two of the five requirements of the supervisor, that is, to know the work procedures and to know his responsibilities. The supervisor's responsibilities must be spelled out concisely. The other three needs of a supervisor are skill in training, skill in leading and skill in planning the work.

Dr. J. Kirch, of the American Chemical Paint Co., Ambler, Pa., presented a paper, "Chemical Brush Control Enters a New Decade." A summary of this talk will be presented in a later issue.

A discussion of the application of the federal wage-hour law to the tree care industry by J. F. Hockeiger, of the United States Department of Labor, Indianapolis, Ind., concluded the 1961 arborists' program. Mr. Hockeiger discussed briefly the development of the federal wage and hour law, also known as the fair labor law, from its inception in 1938 to the present time.

According to wording of the act, arboricultural work done entirely on home grounds is not covered, while utility line-clearing work is covered. Some time was spent discussing the exemptions and rules for determining exemptions of foremen and administrative workers. A lively discussion from the floor and numerous questions from the arborists pointed up the interest in this problem.

DECISION to retire from his work as landscape gardener and tree expert begun 50 years ago has been announced by G. Gordon Brown, Little Falls, N. Y.

W. C. WOOD, district sales manager for Warren's Turf Nursery, Palos Park, Ill., announced recently that the firm will open a new salesyard at Kimberly road and Eastern avenue, Davenport, Ia.

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ILLINOIS CONVENTION

[Continued from page 9]

7 to 1 that a conflict will take place in the next few years with communist China. Dr. McGovern does not believe there will be one, but it will be touch and go and there will be cagey negotiations in the coming months.

He said that the Russians will probably call a summit meeting in order to try to gain control of West Berlin. He believes Russia will fail, but he stressed that the nation cannot be appeased. There is serious unrest in the Russian satellite countries, and the Russians feel that it is bad propaganda to have refugees fleeing from East Berlin to freedom in the west.

Dr. McGovern believes the United States is up to or ahead of Russia as far as defenses are concerned and Russia knows that if an atomic war took place that this country would win it.

The Chinese communists wish to obtain Formosa and the off-shore islands, since these are a sore thumb, as West Berlin is to Russia. Refugees, he said, are fleeing every day to free China.

There is a great unrest inside China, and he believes 75 per cent of the Chinese are opposed to the communistic regime, but are powerless to overthrow it.

Because of our alliances in the Far East, the United States has to protect Formosa and the off-shore islands, for if they fall, the other countries will feel that they soon will follow. Communist China, believes Dr. McGovern, is anxious for war and would like nothing better than to involve this country in a war with Russia.

Dr. McGovern said a cold war will continue in the future and there may be a number of small wars, such as the one in Korea. It is necessary to be prepared for these small wars as well as a big, atomic war. The

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2 to 3 ft.....	1.75	5 to 6 ft.....	2.50
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2 to 3 ft., 1-yr., B.R....	1.15	1.00
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United States was not prepared after World War II for the war that took place in Korea and as a result almost lost the fight.

Near East Danger Point

He believes that the big push to be made by Russia will be in the Near East. This area he defined as all of Africa north of the Sahara and the Arabic-speaking nations, including Turkey and Persia. The oil in the Near East is important, as this country does not have enough oil

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for both itself and its NATO allies, if war should take place. If the oil in the Near East is blockaded, the air forces of England and France would be grounded. Turkey and Persia probably would stay with the United States, but not so with Iraq and Egypt. Dr. McGovern thinks the Arab nations must be watched closely.

China, on the other hand, will concentrate its actions in southeast Asia. China, as was the case with Japan, is lacking many raw mate-

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3 to 4 ft., 9/16-in. cal.	6.00	50.00
4 to 5 ft., 11/16-in. cal.	8.50	75.00
Acer saccharum (Sugar Maple)		
4 to 5 ft., T.	6.00	50.00
5 to 6 ft., T.	11.00	100.00
6 to 8 ft., T.	16.00	150.00
Acer dasycarpum (Silver Maple)		
5 to 6 ft., T.	6.00	50.00
6 to 8 ft., T.	8.50	75.00
8 to 10 ft., T.	11.00	100.00
Liriodendron tulipifera , (Tulip Tree)		
4 to 5 ft., T.	3.50	25.00
5 to 6 ft., T.	6.00	50.00
6 to 8 ft., T.	8.50	75.00

NATIVE EVERGREENS

	Per 100	Per 1000
Rhododendron maximum , <i>Kalmia latifolia</i> , <i>Ilex opaca</i> and <i>Tsuga canadensis</i>		
3 to 6 ins., S.	\$3.00	\$20.00
6 to 9 ins., S.	4.00	30.00
9 to 12 ins., S.	6.00	50.00
12 to 18 ins., S.	8.00	70.00

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rials, but if it can obtain countries in southeast Asia, such as Burma, Siam, Laos, Malaya, Thailand and Indonesia, it will be able to build itself into a big industrial and military power. He thought that Laos would be the first to go, then Thailand, and the other countries would follow if steps to prevent it are not taken.

The best way to avoid war is to be firm. Dr. McGovern cautioned that this country has to improve its propaganda techniques and diplomatic representation abroad.

Business Meeting

The annual business meeting was called to order Tuesday morning, January 17. President Lohse called on Mr. Kemmerer for his secretary's report. Following, Mr. Fiore gave the treasurer's report which showed a balance on hand of \$19,138.73 as of January 12.

Reporting as chairman of the "Plant Illinois" highway committee and the ways and means committee was Mr. Fiore. He gave a picture of what is in store as far as highway landscaping is concerned in the Chicago area. He stated that \$62,000 of landscaping was completed on the Congress expressway last fall.

Later this year it is planned to landscape 7½ miles of the Northwest expressway, costing about \$560,000. Also under contract for landscaping is 7½ miles along the South Route expressway, which will cost \$400,000. It is also planned to landscape an additional section—a little over a mile—of the Northwest expressway at a cost of \$75,000.

Mr. Fiore revealed that the Chicago housing authority plans to let contracts for landscaping this spring and summer for \$95,000. Later in the year it plans to spend between \$250,000 and \$275,000 for landscaping.

There is an urgent need for the I. S. N. A. to have a representative at Springfield to protect the nurserymen's interests, stated Mr. Fiore. He should be on hand to check the bills introduced for legislation affecting the industry, such as attempts to unionize migratory and farm workers or unfavorable changes in the tax laws. This individual should also help to set up a list of landscape contractors and suppliers qualified to deal with the state purchasing agent. He could also help influence the federal government to aid in obtaining appropriations for disease control in the state.

Earl Cornelius, Associated Employers of Illinois, Chicago, was called upon to say a few words. He

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commended the work of the legislative and ways and means committees during the past year. He thought that particularly good work had been done in getting the highway department to let contracts direct to landscape contractors and also in obtaining federal funds for Japanese beetle control.

Reporting for the exhibits committee, Elmer Theidel, Hinsdale Nursery, Hinsdale, stated that 48 booths had been occupied at the Illinois trade fair. Leslie Bork, reporting as chairman of the finance committee, presented the budget for 1961, which amounted to \$22,227.50.

Reporting as chairman of the membership committee was Philip Worth, who stated that the current membership of the I. S. N. A. consisted of 168 active, 117 associate and 48 allied tradesmen members. The necrology committee report was delivered by Fred H. Kilner, managing editor of the American Nurseryman.

After the election of officers, as previously reported, the membership voted to participate in the Chicago world flower show for 1962. Since a sizable sum of money is involved, the board of directors had previously decided not to participate in the 1961 show, as it did not have the members' approval.

A question was raised as to when the summer short course should be held; attendance having been somewhat low in June last year. A motion was passed to hold the short course between the dates of August 1 and 15, with the exact date to be determined by the short course committee.

Immediately after the I. S. N. A. business meeting, chapter 3 of the American Association of Nurserymen convened. John C. Fiore was elected president, and Henry Lohse, vice-president. Harleigh Kemmerer was named acting secretary. Directors are Edward Eickhof, Eickhof Nursery, Bensenville, and Corliss Ingels, the Home Nursery, Lafayette.

HONOR DAVEY VETERANS

Two retiring officials of the Davey Tree Expert Co., Kent, O., were guests of honor at a luncheon given recently by the firm at the Twin Lakes Country Club, Kent. M. W. (Biff) Staples, supervisor of tree moving, and George White, editor of the Davey Bulletin, were lauded for their contributions to the growth of the organization, one of the largest tree care firms in the country. Mr. Staples joined the Davey company in 1915; Mr. White in 1916.

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Young Plants — Extremely Good
Growing Season Made Them Better Than in Past Several Years
Berckmans and Gold Cone Arborvitae, 24 ins., 30 ins., 36 ins., 42 ins.
Same Good Growth Conditions — Limited Counts

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Chapters include American holly varieties, English, Chinese, Japanese, miscellaneous evergreen hollies, deciduous, caffeine, propagation, pollination, culture and holly pests.

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Pacific Coast News

PENINSULA CHAPTER

Host Ralph Bernstein, Schmidt Nursery, Palo Alto, arranged a gourmet's Chinese dinner at Ming's, Palo Alto, for the Peninsula chapter of the California Association of Nurserymen meeting on January 5.

Seventy-one members and guests heard Dr. Thompson, staff member of the state department of agricultural education, Sacramento, report on an official survey made of training requirements for the nursery industry. Two thousand of these reports have been mailed to schools throughout the state.

Dr. Thompson pointed out that California's 200,000 new homes per year rate of growth has produced a phenomenal potential of \$28 million a year in new nursery business and that this growth potential has created personnel problems involving both quantity and quality. The shortage of horticulturally trained men and women in the teaching profession has placed the qualified nurserymen in a unique position of being the expert to both the public and to the teaching profession.

Calls for Co-operation

Dr. Thompson called for rapport between the organized nursery industry and the agricultural educational system. He suggested that nurserymen point out the vocational opportunities in the nursery industry to the vocational guidance counselors of local high schools; furthermore, the nurserymen could offer the use of their facilities to horticultural teachers and even provide on-the-job training to potential students.

Ralph Bernstein introduced Peter Lert, Santa Clara county farm adviser, who reminded the members to attend the plant disease schools offered at Cupertino high school and the nurserymen's institute at the University of California at Berkeley. Also introduced were Ted Moniz, assistant commissioner, Santa Clara county agricultural commission; newly graduated civil engineer Gary Davey, son of Mr. and Mrs. Ralph Davey, Flower Garden Nursery, Mountain View; Rickey and Donald Miller, sons of Mrs. Ruth Miller, Ruehl-Wheeler Nursery, San Jose, and Ralph Pawlak, also of Ruehl-Wheeler Nursery.

The surprise of the evening came when Ming's waiters entered the banquet room bearing a mint ice cream topped with a burning spark-

ler, as a birthday surprise for President John Hahn, Ruehl-Wheeler Nursery Co., San Jose.

Pete Sugawara, Monte Bello Nursery, Los Altos, chairman of the Cal Poly refresher course program, reminded members that the program is a chapter project and that every member is expected to support the course. Committeemen Dick Dunmire, Monte Bello Nursery; Charles Burr, California Garden Supply Co., Palo Alto; Itsuo Uenaka, Cupertino Nursery, Cupertino, and Maunsell Van Rensselaer, Saratoga horticultural foundation, Saratoga, were commended for developing a good questionnaire. The committee's objective was to obtain a consensus of chapter opinion and recommend the program for the 1961 refresher course.

Education Committee

Education committee cochairman, Itsuo Uenaka, reported that the chapter program would begin soon. Members of this committee are John Hahn, chairman; Gus Pappas, Pappas Bros. Nursery, Colma, and Fred

Breitner, Pacific Plant Growers, Colma.

President Hahn announced that the next meeting, February 2, would be held at the Algiers restaurant, Redwood City. The host for the evening will be Rupert Gurnee, Coulter's Nursery, San Carlos. The feature of the evening will be a showing of slides of garden personalities by Charles Burr, Palo Alto.

Pete Sugawara, Sec'y.

CALIFORNIA NOTES

Among the experimental projects being conducted in the bay area that are of interest to nurserymen are the use of gibberellic acid to force camellias, reduce abscission and so lessen bud dropping; use of pre-emergent weed killers in nursery rows; use of soil sterilants for the control of weeds in noncropped rows, and use of PCNB and ferbam to control camellia blight.

To control certain diseases in the soil, Thomas Byrne, Alameda county farm adviser, suggests the use of chloropicrin under a plastic tarp. According to a report he recently published, verticillium wilt can be controlled with an application of 320 pounds per acre rather than the con-

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Other kinds in limited quantity:	
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BIT O' SUNSHINE—Buttercup-yellow	1.25
PINK CAMEO—Rose-pink, H. T. shape buds	1.25
PINK HEATHER—Tiny dble. pink flowers	.75
LITTLE BUCKAROO—Bright red	.75
WESTMONT—Bright red	.75

Bare-Root plants above available to March 15 only.
2 1/4-in. pot plants available all year.

Moore

MINIATURE ROSES

SEQUOIA NURSERY

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ventional 480 pounds. The treatment, he says, is effective to a depth of six inches, and the tarp can be removed after 24 hours even if the soil temperature is as low as 45 degrees Fahrenheit.

The plant disease school sponsored by the Santa Clara county farm adviser's office under the direction of Peter Lert will meet at the Cupertino high school February 1, 8, 15 and 23 to consider diseases of horticultural plants and turf grasses. The speakers at the meetings will be Dr. A. H. McCain, extension plant pathologist, University of California, Berkeley; Dr. Dennis Hall, extension plant pathologist, U. of C. at Davis; Dr. R. D. Raabe, department of plant pathology, Berkeley, and Mr. Lert.

Control of camellia and azalea petal blight consists primarily of complete sanitation, in which all dead flower parts are burned, according to a recent report from the Contra Costa farm adviser's office. It adds that where infestations are

present it may be necessary to remove the top two inches of soil or mulch and replace with a clean medium. Chemical treatments on the flowers appear to be only partially effective. Full-coverage sprays of Thylate at the rate of one pound of 65 per cent wettable powder to 100 gallons of water are recommended for azaleas. No recommendation was given for camellias, but it was suggested that Thylate may be used on this plant.

The 1961 San Mateo county floral fiesta will be held at the San Mateo county fairgrounds on the dates of August 4 to 12.

Thomas D. Church, San Francisco landscape architect, has completed plans for an entirely new landscaping of the area between the two quadrangles of the Stanford University campus, to bring it up to date.

Dennison Morey, director of research, Jackson & Perkins Co. of California, spoke on new kinds of roses and spraying and pruning requirements on station KQED, a San

Francisco educational TV station, December 29.

The property known as the Davey Tree Farm at Belmont is being sold to real-estate developers who announce they will build a \$10,000,000 shopping center, office building and apartment area to be constructed in the near future.

Over 50,000 acres of forest land burned out in this year's serious forest fires in California have been reseeded with grass to prevent erosion and runoff. The seeding, which cost about \$1 per acre, was done on an emergency basis late last fall. In the spring the state forestry division will provide nursery stock and technical assistance to private property owners who wish to replant their land and it will conduct an extensive replanting program of the public lands.

The grand jury studying the problems of Golden Gate park reported that there was considerable deterioration in the park properties and facilities and that the \$8,800,000 appropriated for the park's operation is

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insufficient to do the required work. The report was, in general, generous in its praise of the park and its operation and the management.

Dr. William B. Hewitt, University of California at Davis, has been elected president of the American Phytopathological Society. He has been research worker and teacher of plant pathology on the Davis campus for many years.

Wayne Shaffer, general credit manager for the Ferry-Morse Seed Co., Mountain View, has been installed as president of the Mountain View chamber of commerce.

Control of apricot gummosis, a disease which is apparently wiping out the apricot industry in Alameda county, can be checked in a limited way, according to a report published by the farm adviser. Suggestions include: (1) Remove limbs that are killed as soon as the symptoms appear, (2) cut limbs 18 inches below any sign of the infection, (3) sterilize pruning tools and saw after each cut, (4) disinfect large pruning wounds with a copper paste or with Lysol diluted in nine parts of water and (5) burn the removed limbs immediately after pruning. The fungus disease, properly called cytosporina, seems to be air borne and to attack the tree through open wounds.

Paradichlorobenzene (PDB) is the only recommended control for the peach tree borer, which is continuing to do much damage to peaches, apricots, cherries, almonds, nectarines, plums and prunes in the state. It is applied in a ring around the tree about two inches from the trunk, and the University of California advises using one quarter to one half of an ounce for a tree that is 1 to 3 years

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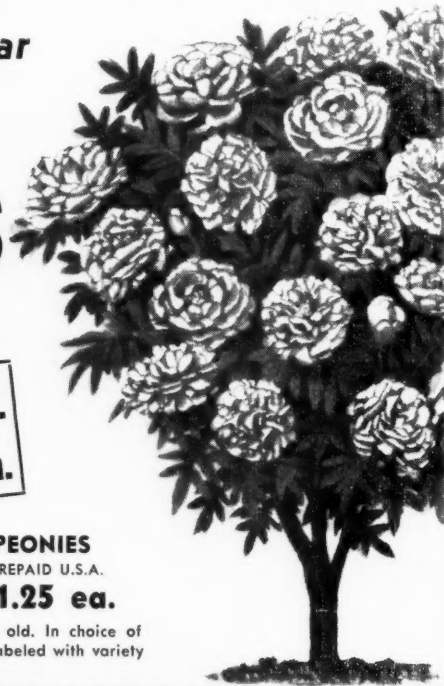
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old, three quarters of an ounce for a tree 4 to 5 years old and as much as two ounces per tree for those which are more than 5 years old. One is warned not to allow the crystals to touch the tree nor to overdose and to use when the soil is warm and dry.

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—for planters

DWARFS—for constant
lasting
year-round beauty

	Per 100	Per 1000
Cephalotaxus harringtonia fastigiata (Plum Yew) Columnar and dark green. 3 to 6 ins., once transplanted.....	\$17.00	\$153.00
Chamaecyparis lawsoniana grandis Wonderful, green, flat pyramid. 6 to 9 ins., once transplanted.....	20.00	180.00
Chamaecyparis lawsoniana minima glauca (Little Blue Cypress) Captivating, hardy, midget. 6 to 9 ins., twice transplanted, B. R....	71.00	....
Chamaecyparis nootkatensis glauca compacta (Compact Blue Alaska Cypress) Charmingly blue-green foliage. 3 to 6 ins., once transplanted.....	16.00	144.00
Chamaecyparis pisifera compacta Exceedingly dense dwarf globe. 3 to 6 ins., once transplanted.....	17.00	153.00
Chamaecyparis pisifera compacta nana A real genuine dwarf. 3 to 5 ins., once transplanted.....	21.00	189.00
Chamaecyparis pisifera filifera nana aurea (Dwarf Golden Thread Cypress) Superbly in a class by itself. 12 to 18 ins., twice transplanted, B. R.	30.00	270.00
Erica carnea (Sherwood Creeping Heath) Bright green foliage, bright red flowers. 9 to 12 ins., twice transplanted, B. R.	22.00	198.00
Erica mediterranea hybrida (Darley Heath) Lovely winter bloomer. 9 to 12 ins., twice transplanted, B. R.	22.00	198.00
Picea excelsa mucronata (Dwarf Norway Spruce) Dense, dwarf, pyramidal conifer. 3 to 6 ins., once transplanted.....	18.00	162.00
Picea excelsa nidiformis (Nest Spruce) Dark, compact, flattened globe. 6 to 9 ins., once transplanted.....	24.00	216.00
Picea excelsa (Sherwood Multnomah Spruce) Picturesque, rugged in appearance. 3 to 6 ins., once transplanted.....	21.00	189.00

	Per 100	Per 1000
Picea excelsa pygmaea (Pygmy Spruce) Very dwarf, dark green. 1 to 3 ins., once transplanted.....	\$14.00	\$126.00

DID YOU KNOW?

Sitka Spruce (*Picea sitchensis*), largest and most impressive of all the spruces, has been known to have a height of 250 feet and a trunk diameter of 15 feet.

Pinus aristata (Bristlecone Pine) Probably world's most beautiful conifer. 6 to 9 ins., not transplanted.....	24.00	198.00
Pinus mughus compacta (Mugho Pine) Very hardy dwarf. 6 to 12 ins., not transplanted.....	11.00	99.00
Rhododendron intricatum (Bluet Rhododendron) Purple flowers, cheerful pixie 3 to 6 ins., once transplanted.....	18.00	162.00
Rhododendron myrtifolium (Myrtle Rhododendron) Rose flowers, fragrant foliage. 3 to 6 ins., once transplanted.....	18.00	162.00
Taxus baccata procumbens (Prostrate English Yew) Deep green, low growing. 6 to 9 ins., once transplanted.....	21.00	189.00
Taxus baccata repandens (Spreading English Yew) Unusual dark green spreader. 3 to 6 ins., once transplanted.....	17.00	153.00
Taxus baccata repandens aurea (Gold Spreading English Yew) Foliage bright gold. 3 to 6 ins., once transplanted.....	18.00	162.00
Taxus cuspidata nana (Dwarf Japanese Yew) Picturesque, well liked. 3 to 6 ins., once transplanted.....	18.00	162.00

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Evergreens - PROPAGATORS AND GROWERS
WHOLESALE

Wholesale list available—trade only
(It contains complete descriptions)

CORBETT, ORE.

reported by the owners as having been above average for December, but most nurserymen feel that 1960 was not a satisfactory year. They seem to believe from inquiries coming in at present that the slow period is coming to an end and that more money will be spent on planting materials in 1961. W. B. B.

OREGON CHAPTERS ELECT

The December meeting of the Willamette chapter of the Oregon Association of Nurserymen was a Christmas party. Wallace Doerfler, F. A. Doerfler & Son, Salem, president of the chapter, led the meeting. Elected unanimously for the year of 1961 were the following officers: President, Wallace Doerfler; vice-president, G.

Royal Boltman, Boltman's Nursery & Garden Center, Salem; secretary-treasurer, Ernest Iufer, Iufer Landscape Co., Salem, and new board member, John Hefley, Salem.

Ernest Iufer presented Mrs. Maryemma Beane, the Flower Box, Salem, who gave an instructive demonstration of holiday floral arrangements. In a holiday arrangement contest held for members of the chapter the winner was Mrs. Ernest Iufer; Ernest Iufer won second place and Mrs. Leta Boltman, third. Verl Holden, H. L. Percy Nursery Co., Salem, supervised a unique gift exchange for members.

William Moller, Moller's Nursery Co., Fairview, president of the Columbia River chapter, led the December meeting of that group. Frank

Morishita, Fairdale Nursery Co., Troutdale, co-ordinator for the Multnomah "Parade of Gardens," told about plans for the show and urged everyone to co-operate by supplying specimen trees, etc.

Officers elected for the following year were president, Arthur Suhr, Mt. Hood Nursery, Gresham; vice-president, Dan Schmidt, Schmidt Bros. Nursery, Troutdale; secretary-treasurer, W. H. Anderson, nurseryman, Troutdale; directors, Stanley Nuffer, Mountain View Nurseries, Inc., Gresham; Joe Valentine, Valentine Nursery, Gresham, and Frank Morishita. Elected to serve on the state board were William Moller and Arthur Suhr.

Speaker for the evening was A. W. Lynn, Sr., vice-president of the First

Oregon ENGLISH HOLLIES

Teufel's Hybrid, female, our very best hardy holly.

Teufel's Silver Variegated argenteo-marginata

Over 50 varieties of the best English Hollies.

Heavy liners, shipped in 3-in. plastic pots, 45c each; \$31.50 per carton of 70 plants.

3-yr., 12 to 15 ins., br., B&B, \$2.00 each

4-yr., 15 to 18 ins., br., B&B, \$2.50 each

5-yr., 18 to 24 ins., bushy, B&B, \$4.00 each

Also Specimens — Write for List — Pool Cars

SKIMMIA JAPONICA TEUFEL'S DWARF

Branched, heavily rooted cuttings, 17½c each or \$40.00 per case of 250.

2-yr., bushy 6 to 8 ins., B.R. in moss, 80c each or \$37.50 per case of 50.

75 ACRES OF PRODUCING HOLLY ORCHARD

GENERAL NURSERY STOCK

ALFRED TEUFEL *Wholesale Grower*

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National bank, who gave an interesting talk on the financial position of the United States.

The Cascade chapter of the O. A. N. met in December at the home of Mr. and Mrs. Elwood Stansfield, S. & H. Landscape Nursery, Central Point. President A. M. Cooper, Cooper's Gardens, Canyonville, led the meeting. Officers elected for the ensuing year were president, Elwood Stansfield; vice-president, Nell Faulkner; secretary - treasurer, J. Vernon Marshall, Marshall Nursery, Medford, and directors, Chet Tompkins, Chet's Pet & Seed Store, Grants Pass; Myron Lehne, M. Lehne Nursery, Roseburg, and A. M. Cooper. Mrs. Faulkner was also elected representative to the state board.

Speaker for the meeting was a representative of the Kogap Mfg. Co., who told the group about a lumbering by-product, Multi-Bark, which is used as a mulch. The Scandinavians, he said, used such materials on their fields 30 or more years ago.

C. H. P.

OPENING of a new salesroom at the Tropical Haven Nursery, Pomona, Calif., a wholesale grower of tropical plants, recently marked the firm's entry into the retail field.

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**CHRISTMAS TREES
WOOD LOTS
FOR WINDBREAKS
REFORESTATION**

*Beautiful
For
Flocking*

You Asked For Them — Here They Are!

2 to 6-inch seedlings, once root pruned

10,000 to 50,000 — 2½c each prepaid
1000 to 10,000 — 3c each prepaid
Over 50,000 — prices on request.
Sample bunch of 100 trees, \$6.00

EXPERTLY PACKED AND PREPAID ANYWHERE IN TERRITORIAL U. S.

Only by efficient handling of large numbers can we deliver such trees to you at these prices.



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WHOLESALE

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Broad-Leaved and Coniferous
Evergreens
B&B or Container-Grown
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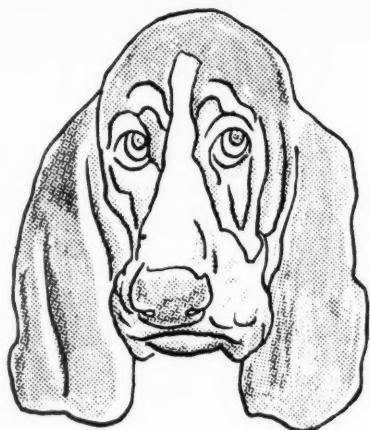
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ROSES

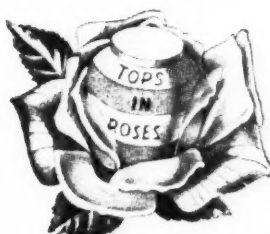
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OREGON NOTES

Robert Walker, Holgate Nursery Co., Portland, was chosen by the Portland school district to teach an adult class in landscape and garden maintenance. The 12-week course started January 23 and is being held in the Washington high school. It is the third year that Mr. Walker has taught an adult class.

The Oregonian during the Christmas season carried an illustration showing the beautifully lighted home of Martin Holmason, owner of the Pacific Coast Nursery. Some 6,000 lights were used. On the lawn in front of his home 16 figures were used in a Nativity scene. The lights went on automatically at 4:30 p. m. and off at midnight each night, except on Christmas eve and New Year's eve, when they were on all night. Thousands of motorists drove by to view the sight during the holidays.

At Wenatchee, Wash., during early January was Norman June, Junay's Garden Center, Portland, because of the illness of his father.

Ernest Iufer, Iufer Landscape Co., Salem, has been named superintendent of the 1961 Oregon state fair floral division. Under his supervision will be the commercial garden exhibit of 21 full-scale living gardens and the floral show.

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Wholesale only

FRUIT TREE SEEDLINGS
FLOWERING ORNAMENTAL TREES
SHADE TREES

Licensed Growers of

Crimson King Maple (Pat. No. 735)
Moraine Locust (Pat. No. 836)
Shademaster Locust (Pat. No. 1515)
Skyline Locust (Pat. No. 1619)
Sunburst Locust (Pat. No. 1313)

Constant Vigilance Results
in Quality Stock

Combination carloads to eastern
distributing points.
Write for our list.

The 90-foot Douglas fir which graced the White House grounds at Washington, D. C., as the national Christmas tree for 1960 came from Oregon. It was obtained from the Georgia-Pacific Corp. timberlands, near Springfield.

Harold Miller, Miller Landscape Nursery, Milwaukie, general chairman of the 1961 Multnomah "Parade of Gardens," has announced a change in the dates for the event to April 26 to 30, two weeks later than the original dates set. Frank Mor-

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Flowering, Ornamental, Shade Trees and Shrubs, Fruit Trees, Fruit Tree Seedlings and Angers, Quince Rooted Cuttings.

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Imperial Locust (Pat. No. 1605)
Moraine Ash (Pat. No. 1768)
Moraine Locust (Pat. No. 836)
Shademaster Locust (Pat. No. 1515)
Sunburst Locust (Pat. No. 1313)

Send for Our Price List

Combination carlots for eastern
distributing points.

ishita, Fairdale Nursery Co., Troutdale, has been named co-ordinator of the show. His principal duties will be to procure shrubs, trees and other plant materials for the theme garden.

Named to succeed Chester H. Armstrong as state superintendent of parks in Oregon is Mark H. Astrup, landscape architect, who was with the Oregon landscape division of the Oregon highway commission from 1948 until October, 1960, when he was appointed deputy parks superintendent.

C. H. P.

QUALITY NURSERY STOCK

ACER PLATANOIDES

Faassen's Red-Leaved

Maple	Per 10	Per 100
6 to 8 ft., br.....	\$35.00	\$325.00
5 to 6 ft., br.....	25.00	225.00
8 to 9 ft., whips...	30.00	225.00
7 to 8 ft., whips...	25.00	210.00
6 to 7 ft., whips...	21.00	180.00
5 to 6 ft., whips...	16.00	140.00
4 to 5 ft., whips...	13.00	110.00
3 to 4 ft., whips...	10.00	85.00

Norway Maple

12 to 14 ft., br.....	35.00	325.00
10 to 12 ft., br.....	30.00	275.00
8 to 10 ft., br.....	25.00	225.00
6 to 8 ft., br.....	20.50	180.00
5 to 6 ft., br.....	15.00	135.00
8 to 9 ft., whips...	10.50	100.00
7 to 8 ft., whips...	10.00	95.00
6 to 7 ft., whips...	9.50	90.00
5 to 6 ft., whips...	8.00	75.00
4 to 5 ft., whips...	6.00	55.00

Columnar Norway Maple

3-yr., 11 to 12 ft...	33.50	310.00
3-yr., 10 to 11 ft...	30.00	275.00
2-yr., 9 to 10 ft...	27.50	250.00
2-yr., 8 to 9 ft...	25.00	225.00
2-yr., 7 to 8 ft...	22.00	195.00
2-yr., 6 to 7 ft...	18.50	170.00
1-yr., 5 to 6 ft...	15.50	140.00
1-yr., 4 to 5 ft...	12.00	110.00
1-yr., 3 to 4 ft...	10.00	90.00

Drummond's Norway

Variegated Maple		
6 to 8 ft., br.....	28.50	260.00
5 to 6 ft., br.....	23.50	210.00
8 to 9 ft., whips...	21.00	185.00
7 to 8 ft., whips...	20.00	175.00
6 to 7 ft., whips...	18.00	165.00
5 to 6 ft., whips...	14.50	130.00
4 to 5 ft., whips...	10.00	90.00

ACER PSEUDOPLATANUS

Improved Spæthi

12 to 14 ft., br.....	37.50	350.00
10 to 12 ft., br.....	32.50	300.00
8 to 10 ft., br.....	27.50	250.00
6 to 8 ft., br.....	22.50	200.00
5 to 6 ft., br.....	16.50	150.00
6 to 7 ft., whips...	12.50	115.00
5 to 6 ft., whips...	10.00	90.00
4 to 5 ft., whips...	8.00	70.00

ACER RUBRUM

(Red Maple)

10 to 12 ft., br.....	32.50	300.00
8 to 10 ft., br.....	27.50	250.00
6 to 8 ft., br.....	22.50	200.00
5 to 6 ft., br.....	16.50	150.00
4 to 5 ft., br.....	12.50	115.00

ACER SACCHARUM

MONUMENTALE

(Columnar Sugar Maple)

8 to 10 ft.....	27.50	250.00
7 to 8 ft., whips...	25.00	225.00
6 to 7 ft., whips...	22.50	200.00
5 to 6 ft., whips...	20.00	175.00
4 to 5 ft., whips...	17.50	150.00
3 to 4 ft., whips...	15.00	125.00

BETULA ALBA

(European White Birch)

12 to 14 ft., br.....	35.00	325.00
10 to 12 ft., br.....	27.50	250.00
8 to 10 ft., br.....	22.50	200.00
6 to 8 ft., br.....	16.50	150.00
5 to 6 ft., br.....	12.00	110.00
4 to 5 ft., br.....	9.00	85.00
3 to 4 ft., br.....	6.50	60.00

FRAXINUS QUADRANGULATA

(Blue Ash)

10 to 12 ft., br.....	37.50	350.00
8 to 10 ft., br.....	32.50	300.00
6 to 8 ft., br.....	27.50	250.00
5 to 6 ft., br.....	22.50	200.00
6 to 7 ft., whips...	18.00	165.00
5 to 6 ft., whips...	15.00	135.00
4 to 5 ft., whips...	12.00	105.00

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Soil pH; What It Is And How It Affects Soil Fertility and Plant Nutrition

By Charles H. Potter

"Soil pH: What It Is and How It Affects Soil Fertility and Plant Nutrition" was the title for discussion during the third meeting in the current series of growers' educational meetings being held at Portland, Ore. The meeting was held at the Portland Wholesale Nursery Co. the evening of December 20 with good attendance. Speakers were Dr. Richard Bullock and Dr. Robert Ticknor, Willamette valley experiment station, Aurora, Ore., and Lloyd Baron, county extension agent, Washington county, Oregon. Mr. Baron was in charge of the meeting for the evening.

Dr. Bullock opened his part of the discussion by giving a few facts concerning the intricate root systems of some plants. The root system of a single rye grass clump, he said, contains 7,000,000 rootlets, which would stretch 165 miles if they were laid end to end, and 7 billion root hairs.

Concerning the various phases of soil, he said that the colloidal and moisture phases are the most active. He next explained how the ions of hydrogen, calcium, magnesium, potassium, etc., attach themselves to colloidal particles in the soil; then through base exchange the various ions are replaced with others.

Explaining the difference in the pH scale, he said that a pH of 6 indicates 10 times as acid a condition as a pH of 7 (neutral); a pH of 5, 10 times as acid as a pH of 6; a pH of 4, 10 times as acid as a pH of 5, etc.

pH and Nutrient Availability

Dr. Ticknor covered the pH effect on availability of nutrients. The relative availability of nitrate nitrogen and potassium, for instance, is high when the pH is low, but availability rapidly decreases as the pH rises toward neutral. Manipulation of the pH, he said, will keep certain nutrients in available form. Minor elements also have a bearing on the availability of some major elements. The most important of these minor elements are boron and zinc.

As an example of the side effects of pH, he noted that earthworms do not function at a low pH and this in turn stops mole activity, because

MAHONIA AQUIFOLIUM

(Oregon-Washington Holly Grape)

A very beautiful evergreen shrub with large, glossy leaves and yellow flowers conspicuously appearing in spring and followed by dark blue berries; a most satisfactory broad-leaved evergreen for any place in the United States.

	Per 100	Per 1000
1-yr., S.	\$ 5.00	\$ 40.00
2-yr., S.	7.00	60.00
3-yr., S.	10.00	90.00

SEEDLINGS have been root-pruned to insure a good root system. The 3-yr. seedlings have also been cut back, to make a more bushy, compact plant.

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MOUNT VERNON NURSERY

Mount Vernon, Wash.

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ROSES OLD and NEW

Fine-quality, two-year plants
budded on Multiflora in over
250 varieties.

Write for our list explaining
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CUTTING-GROWN RHODODENDRON LINERS

Hardy and semihardy varieties.
Quality only

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STRAIGHT, WELL-ROOTED SPECIMENS carefully produced for salesyard use or heavy liners.

Ash, Birch, Box Elder, Flowering Crab Apple, Hawthorn, Linden, Honey-Locust, Maple, Oak, Flowering Plum. Available in sizes 1-in. cal. and up. Three-year trees have been root pruned.

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Portland 14, Ore.

there are no worms for the moles to feed on. Many plants which are said to prefer a low pH, said Dr. Ticknor, actually tolerate it instead and will grow with a higher pH.

Dr. Bullock said that soils are naturally acid in humid regions, such as the Pacific northwest. Some soils are formed from acid-type parent materials. The breakdown of organic material inclines soil toward the acid side, he said, although this may be a temporary condition, depending upon the strength of the acid. There is a need, generally speaking, to keep soils which are acid nearer to neutral. This is accomplished through the use of liming materials, such as calcium.

Calcium carbonate (lime) is rated at 100 in the lime scale, and its neutralizing power is 100 per cent. Magnesium carbonate is also rated at 100, but its neutralizing power is 119 per cent; however, it is not so active as calcium carbonate. Calcium hydroxide, while rated at 74, has a neutralizing power of 135 per cent, and magnesium hydroxide, rated at 58, has a neutralizing power of 172 per cent. Calcium oxide (unslaked lime) has a rating of 65 and a neutralizing power of 178 per cent. Magnesium oxide, with a rating of

[Continued on page 138]



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GLOBE AND PYRAMID BUXUS SEMPERVIRENS

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Also Dwarf Suffruticosa and general nursery stock, including large shade and flowering trees.

We have shipped in carlots to many parts of the United States for years.

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\$11.00 per 100; \$10.00 in lots of 5000 or more—F.O.B. Troutdale. Send for our new price list.

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Instructions for the March 1 issue must be received by Friday, February 10.

Forms for March 15 issue will close Friday, February 24.

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Heavy, well-shaped 2-yr. plants, budded, 3 to 8 ins., packed in boxes for shipment at no extra charge.

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Christmas Cheer Massasoit
Coral Bells Pink Pericat
Hexe Pink Pearl
Hinodogiri Salmon Beauty
Macrantha Snow

\$25.00 per 100.

INDICA VARIETIES
Heavy, well-shaped 2-yr. plants, budded, 6 to 8 ins., packed in boxes for shipment at no extra charge.

Brilliant Judge Solomon
Daphne Salmon King's White
Elegans Pride of Mobile
Fisher Pink President Clay
Formosa Southern Charm

\$25.00 per 100.

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Hino-Crimson Salmon Beauty
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Macrantha Sweet Brier

Sweetheart Supreme
\$12.50 per 100, \$110.00 per 1000,
\$1000.00 per 10,000.

INDICA VARIETIES
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Elegans King's White
Fisher Pink Mrs. G. G. Gerbing
Formosa President Clay
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\$12.50 per 100, \$110.00 per 1000,
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Specializing in AZALEA MOLLIS for over 30 years. Our experience and selecting of our stock plants give us the opportunity to grow a very good strain. 2½-yr.-old plants, once transplanted, from seed, in mixed colors. Size 7 to 12 ins., \$30.00 per 100, \$250.00 per 1000. Packing free. Price does not include freight.

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New Azalea with longer lasting flowers. Full graded plants in clay pots for forcing as needed. Write for prices, stating quantity required. ORDER NOW.

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AZALEAS, ROOTED CUTTINGS
\$7.00 per 100: Coral Bells, ledifolia alba; Othello, Sherwood, Lavender, Pink Pearl, hinodogiri, Mrs. Fischer, pink; Macrantha, Snow. Price list of Azaleas, Heathers, perennials, on request.

AVALON MOUNTAIN GARDENS, Dana, N. C.
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Thousands of beautiful Kurume, and other evergreen Azaleas, including newer varieties. Dense, bushy, well-budded for landscape planting and forcing. Selling fast—order now. Landscape sizes.

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Per 100 Per 1000
12 to 18 ins., branched.....\$12.00 \$110.00
18 to 24 ins., branched.....16.00 140.00

RED-LEAVED BARBERY
4-yr. trans. Heavy stock.
9 to 12 ins.....24.00 200.00
12 to 18 ins.....28.00 240.00
18 to 24 ins.....32.00 280.00

GREEN BARBERY
(Thunbergii) 4-yr. transplants.
Heavy stock.

9 to 12 ins.....20.00 160.00
12 to 18 ins.....24.00 200.00
18 to 24 ins.....28.00 240.00
2 to 2½ ft.....32.00 280.00

Our Red Barbary is one of the finest strains in the U.S.A.

DANEGGER'S HI-WAY NURSERY, INC.
Box 33613 Milford, Del.

Green and Red Barbary, finished stock, 15 to 18 ins. and 18 to 24 ins., in quantity. You make a profit while waiting for our list.
John G. Stropkey & Sons Nurseries, 485 Bowhall Rd., Painesville, O.

Barberry liners, Crimson Pigmy, Julianae, Julianae nana, montorensis.
Please see complete list on pages 108-109.
Templeton, Phytotektor, Winchester, Tenn.

BEECHES

FAGUS SYLVATICA, 2-YR. GRAFTS
Each, 100

Asplenifolia (Fernleaf Beech),
18 to 24 ins.....\$2.00
Pendula (Weeping Green Beech),
18 to 24 ins.....1.75
Pyramidalis (Pyramid Green Beech),
18 to 24 ins.....1.75
Riversi (River's Purple Beech),
18 to 24 ins.....1.75

WHERE QUALITY EXCELS. NO CHARGE FOR PACKING.

C. HOOGENDOORN, NURSERYMAN
408 Turner Rd. Newport, R. I.

BEGONIAS

TUBEROUS-ROOTED BEGONIAS
Large double (Camellia-flowering), 8 colors.

EXHIBITION size, 2½-in. up.....\$18.00 \$160.00
2 to 2½-in.....15.00 140.00
1½ to 2-in.....10.00 90.00
1¼ to 1½-in.....6.50 55.00

DOUBLE FIMBRIATA (Carnation),
6 colors.

DOUBLE Camellia, red with white edge.
FIRST size.....\$16.00 \$150.00
SECOND size.....12.00 110.00
BICOLOR, yellow mixed with copper and white.

PENDULA (hanging basket type), 6 colors.
TOP size.....\$19.00 \$180.00
FIRST size.....14.00 130.00
SECOND size.....8.50 75.00

MULTIFLORAS, scarlet, yellow, apricot, copper, 1 to 2-in., \$12.00 \$110.00
MULTIFLOIA Maxima (NEW),
6 colors, 1 to 2-in., \$13.00 \$120.00

PICTA, CRISTATA and MARGINATA.
1¼ to 2-in.....\$13.00 \$120.00
Minimum order \$10.00.

VERONA GARDENS, TED GREVERS
Route 5 Battle Creek, Mich.

TUBEROUS BEGONIAS
Double-flowered Camellia type, 8 colors.

2-in. up.....\$18.00 \$160.00
1½ to 2-in.....15.00 140.00
1¼ to 1½-in.....10.00 90.00
Double-B. (fimbriata Carnation), 6 colors.
2-in. up.....17.00 160.00
1½ to 2-in.....13.00 120.00

Pendula type, 6 colors.
2-in. up.....18.00 170.00
1½ to 2-in.....14.00 130.00

With parcel post, please add postage.
J. LEGGWATER & SONS
2809 Highway Ave. Highland, Ind.

BERRY PLANTS

BLACKBERRY PLANTS
EBONY KING and select strain **ELDORADO**, true-to-name, no non-fruitle plants. Ask for wholesale trade list.
KRIEGER'S WHOLESALE NURSERY
Bridgman, Mich.

RED RASPBERRIES

Gatineau, Earlired (very early); Latham, Muskoka, Canby, Thames and New Hampshire (mid-season); Durham and September Everbearing, up to 3/16-in., \$65.00 per 1000; over 3/16-in., \$75.00 per 1000. Bailey Blackberry, \$12.00 per 100.

Above sent F.O.B. shipping point.
Pack-out prices on request.

Write for free catalog and wholesale price list describing over 70 varieties of small fruit plants, latest and best in Strawberry plants.
WALTER K. MORSE & SON
Bradford, Mass.

Raspberry plants, Latham and Newburgh, No. 1 and No. 2; Strawberries, one crop: Robinson, Dorsett and Lassen, Everbearing; Gem, Superfection, Streamliner and Ogallala. Large, healthy, well-rooted plants grown in sandy loam. State inspected. Write for wholesale prices on these and other varieties.
McNeal Berry Nursery, Hamilton, Mont.

LATHAM RASPBERRY PLANTS

2-yr. bearing-age transplants, No. 1, heavy grade, state inspected, \$85.00 per 1000. F.O.B.

BRIDGE VIEW NURSERY

Waterford Works, N. J.

NEW MIDNITE BLACKBERRY

Heavy fruiting. Thrifty canes.

Larger than Eldorado.
No. 1 rooted cuttings.....\$100.00 per 1000
¼-in. and up.....135.00 per 1000
SCARFF'S NURSERY, INC.
New Carlisle, O.

BLUEBERRY PLANTS

Bed-grown in the best type of Blueberry soil. Many sizes in both new and standard varieties. Ask for wholesale prices.
KRIEGER'S WHOLESALE NURSERY
Bridgman, Mich.

PIXWELL GOOSEBERRY

2-yr., No. 1, 25c each.

BERGESON NURSERY, FERTILE, MINN.

BULBS AND TUBERS

SELECTED GLADIOLUS BULBS

Ready for shipment.

Priced per 1000; 100 bulbs at 1000 rate.

	J	1	2	3
E. the Queen, lavender.....	\$20	\$18	\$16	\$10
Hopman's Glory, yellow.....	20	18	16	10
June Bells, pure white.....	20	18	16	10
Spice and Span, pink.....	20	18	16	10
Valeria, red.....	20	18	16	10
Rainbow Mix, assorted.....	18	16	14	10

Large jumbos in all of the above varieties, \$22.00 per 1000.

Colored display cards free with order of \$20.00 or more.

Terms: F.O.B. Foley, Ala.; C.O.D. unless credit established, 5 per cent discount, cash with order; additional 5 per cent discount on orders \$250.00 up.

HILLSBOROUGH BULB CO.

P. O. Box 530A Foley, Ala.

GLOXINIAS

In LEADING varieties.

EXHIBITION size, 2½-in. up.....\$28.00 \$260.00
2 to 2½-in.....23.00 220.00
1½ to 2-in.....16.00 150.00

Minimum order \$10.00.
VERONA GARDENS, TED GREVERS
Route 5 Battle Creek, Mich.

Cannas, 2 to 5-eye divisions, grown on sandy, irrigated and fertilized land; Red King, Humbert, Yellow King, Humbert, City of Portland, pink, \$5.00 per 100, \$45.00 per 1000. The President, red, \$6.00 per 100, \$55.00 per 1000. Cash or check with order, please.
Ray's Feed, Seed and Nursery, Box 1305, Levelland, Tex.

QUALITY GLADIOLUS BULBS

Our 1960-1961 wholesale price list is now available. We have a select list of 78 different varieties to offer. A card or letter will put you on our mailing list.

E. S. KNISLEY'S SONS
R. R. 3, Wicherd Rd.
St. Anne, Ill.

Dahlias, exhibition varieties: Orfeo, P. of H. and Bronze I. C. 3 Jersey Beauty, D-Day, Huge Bronze, Orchid, Red, Gold F. D., 100, \$15.00; 1000, \$120.00. Rainbow Mix, 100, \$12.00; 1000, \$100.00. Adams Flower Gardens, New Martinsville, W. Va.

TUBEROUS BEGONIAS

Double-flowered CAMELLIA type, 8 colors.		
	Per 100	Per 1000
1 1/2 to 1 1/2-in.	\$ 6.50	\$ 55.00
1 1/2 to 2-in.	10.00	90.00
2 to 2 1/2-in.	15.00	135.00
2 1/2-in. up, mammoth	20.00	175.00

Double-flowered FIMBRIATA (Carnation), 6 colors.		
	Per 100	Per 1000
1 1/2 to 1 1/2-in.	\$ 7.50	\$ 65.00
1 1/2 to 2-in.	13.50	125.00
2-in. up	16.50	145.00

PENDULA (hanging basket type), 6 colors.		
	Per 100	Per 1000
1 1/2 to 1 1/2-in.	\$ 8.00	\$ 70.00
1 1/2 to 2-in.	13.50	125.00
2-in. up	17.50	165.00

PICOTEE, bicolor red and white double flowered.		
	Per 100	Per 1000
1 1/2 to 2-in.	\$13.50	\$125.00

MULTIFLORA HYBRIDS, reds, salmon, yellows.		
	Per 100	Per 1000
1-in. up	\$13.50	\$125.00

MULTIFLORA MAXIMA (new), 6 colors.		
	Per 100	Per 1000
1-in. up	\$13.50	\$125.00

GLOXINIAS		
The best leading commercial varieties.		
	Per 100	Per 1000
1 1/2 to 1 1/2-in.	\$ 7.50	\$ 65.00
1 1/2 to 2-in.	15.00	140.00
2-in.	22.00	200.00
2 1/2-in. up (mammoth)	27.50	250.00

FANCY-LEAVED CALADIUMS		
Over 100 of the finest new commercial named varieties in regular and lance-leaved type. Send for our colored charts with cultural directions.		
	Per 100	Per 1000
No. 3, 1/2 to 1-in.	\$ 6.00	\$ 50.00
No. 2, 1 to 1 1/2-in.	10.00	90.00
No. 1, 1 1/2 to 2 1/2-in.	16.00	150.00
Jumbo, 2 1/2 to 3 1/2-in.	23.00	220.00
Mammoth, 3 1/2-in. up	35.00	325.00

Minimum order \$10.00.		
Include postage charges when requesting shipments by parcel post.		

LOUIS DANK		
1170 Broadway New York 1, N. Y.		

Cannas, northern-grown: The President, Red and Yel. Humbert, Mme. Crozy, Hungaria, R. Wallace, Bulbs, 150, \$10.00; 1000, \$60.00, f.o.b. Adams Flower Gardens, New Martinsville, W. Va.		
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CHESTNUTS

CHINESE CHESTNUTS, SELECTED STRAIN		
All branched trees.		
	Each	1-10-20-30 up
2 to 3, 3-yr.	\$0.95	\$0.85 \$0.75
3 to 4, 3-yr.	1.20	1.10 1.00
4 to 5, 4-yr.	1.45	1.35 1.25

Write for complete catalog.		
COMMERCIAL NURSERY CO.		
Decherd, Tenn.		

CHRYSANTHEMUMS

GARDEN MUMS, BEST VARIETIES		
Rooted cuttings or small pot plants, in bud and bloom at retailing time on order. Will exchange for Evergreen liners.		

TOTEHEIMER'S GREENHOUSES		
New London, Ia.		

HARDY GARDEN MUMS		
Strong rooted cuttings, \$6.00 per 100, \$55.00 per 1000. Send for list of 150 good varieties.		

THON'S PERENNIAL GARDENS		
25 W. Golf Rd., Arlington Heights, Ill.		
Dept. A Phone HE 7-3184		

HARDY CHRYSANTHEMUMS, IN FIELD		
Divisions available this spring. Send for price list of varieties.		

W. S. YOR NURSERIES		
Madison, O.		

Garden Mums, rooted cutting list now ready. Extra discount on early orders. Send for yours today.		
Fairview Nursery, Coon Rapids, Ia.		

Hardy Mums, rooted cuttings, pot plants. Ask for list of finest new varieties and better older ones.		
Home Nursery, Cuba, Kan.		

CLEMATIS

CLEMATIS VINES		
Large flowering, from 4-in. pots. Blooming size, 1-yr. frame, 85¢ each.		

Gypsy Queen, purple		
Lanuginosa candida, white		
Ernst Markham, red		
Lawsoniana, sky-blue.		

Plants shipped bare-root.		
Cash with order.		

FOUR STAR NURSERY		
8215 238th S. W. Edmonds, Wash.		

DOGWOODS

CORNUS FLORIDA RUBRA (Pink Dogwood)		
Northern-grown, sheared tops.		
	Per 100	Per 1000
3 to 4 ft., B&B.	\$ 3.75	
4 to 5 ft., B&B.	5.00	
5 to 6 ft., B&B.	6.50	
6 to 7 ft., B&B.	8.00	
7 to 8 ft., B&B.	15.00	

Pickup at nursery.		
BROOKVILLE NURSERIES		
Box 53, Northern Blvd., Glen Head, L. I., N.Y.		

PINK DOGWOOD

Cornus florida rubra (1-yr.)		
	Each	Each per 100
6 to 12 ins.	\$0.40	\$0.35
12 to 18 ins.	.50	.45
18 to 24 ins.	.60	.55
24 to 30 ins.	.85	.75
2 to 3 ft., 2-yr.	1.25	1.15
3 to 4 ft.	1.50	1.40
4 to 5 ft.	2.00	2.25
5 to 6 ft.	3.50	3.00

WHITE-FLOWERING DOGWOOD

Cornus florida (2-yr.)		
	Each	Each per 100
4 to 5 ft., br.	\$1.25	\$1.00
3 to 4 ft., br.	.90	.60
2 to 3 ft., br.	.50	.40
18 to 24 ins., br.	.30	.20
12 to 18 ins., br.	.15	.10

GALE'S DOGWOOD NURSERY		
P. O. Box 411 Winchester, Tenn.		

PINK DOGWOOD

Budded on transplanted seedlings.		
	Per 100	Per 1000
1 and 2-yr., 2 to 3 ft., bare-root	\$100.00	
2-yr., 3 to 4 ft., bare-root	150.00	
2-yr., 4 to 5 ft., bare-root	200.00	
2-yr., 4 to 5 ft., B&B	250.00	

SURREY RIDGE NURSERIES		
79 Timberpoint Dr. Northport, N. Y.		

PINK DOGWOOD LINERS		
On transplanted stock		
	Per 100	Per 1000
12 to 18 ins.	\$45.00	\$375.00
18 to 28 ins.	60.00	500.00

SEIZ DOGWOOD NURSERY		
317 Sawmill Lane Horsham, Pa.		

EUONYMUS

EUONYMUS LINERS		
ROOTED CUTTINGS from open frame.		
	Per 100	Per 1000
E. fortunei coloratus	\$6.50	\$45.00
E. fortunei Sarcoxie	8.00	60.00
E. fortunei minimus	8.00	60.00
E. patens	6.50	45.00
E. patens, small leaf	6.50	45.00

FOX NURSERY, HUMANSVILLE, MO.		
Euonymus alatus compactus liners.		
Please see complete list on pages 108-109.		
Templeton, Phytotektor, Winchester, Tenn.		

EVERGREENS, Liners

POTTED FIELD LINERS		
Per 100 Per 1000		
Taxus capitata		
2-yr. seedlings, 4 to 6 ins.	\$ 8.00	\$ 75.00
2-yr. seedlings, 8 to 12 ins.	12.00	100.00
T, 10 to 15 ins.	35.00	300.00

Special discount on large quantities.		
Taxus media Adams		
	Per 100	Per 1000
2-yr., 2 1/2-in. Rose pots, 8 to 12 ins.	\$24.00	\$220.00
4-yr. TT, field, 12 to 18 ins.	40.00	350.00

Taxus media andersoni		
	Per 100	Per 1000
2-yr., 2 1/2-in. Rose pots, 8 to 12 ins.	25.00	225.00
3-yr. TT, field, 6 to 12 ins.	35.00	300.00
5-yr. TT, field, 12 to 15 ins.	75.00	650.00

Taxus media brownii		
	Per 100	Per 1000
2-yr., 2 1/2-in. Rose pots, 8 to 12 ins.	25.00	220.00
3-yr. TT, field, 8 to 12 ins.	40.00	350.00
4-yr. TT, field, 12 to 15 ins.	50.00	450.00

Taxus capitata (seedling-grown)		
	Per 100	Per 1000
4-yr., 2 1/2-in. Rose pots, 8 to 12 ins.	25.00	220.00
4-yr. T, field, 10 to 15 ins.	35.00	300.00
5-yr. TT, field, 12 to 15 ins.	50.00	450.00

Taxus media cliftoni		
	Per 100	Per 1000
2-yr., 2 1/2-in. Rose pots, 6 to 12 ins.	25.00	220.00
3-yr. TT, field, 8 to 12 ins.	40.00	350.00

Taxus cuspidata		
	Per 100	Per 1000
2-yr., 2 1/2-in. Rose pots, 6 to 12 ins.	24.00	220.00
3-yr. TT, field, 8 to 12 ins.	35.00	300.00
4-yr. TT, field, 12 to 15 ins.	45.00	400.00
5-yr. TT, field, 12 to 15 ins.	65.00	500.00

Taxus cuspidata improved		
	Per 100	Per 1000
2-yr., 2 1/2-in. Rose pots, 6 to 12 ins.	25.00	220.00
Taxus cuspidata densiformis		
2-yr., 2 1/2-in. Rose pots, 6 to 12 ins.	27.50	250.00

Taxus media halloran		
	Per 100	Per 1000
3-yr. TT, field, 8 to 12 ins.	35.00	300.00

Taxus media hatfieldi		
	Per 100	Per 1000
3-yr. TT, field, 8 to 12 ins.	35.00	300.00
Taxus media hatfieldi No. 18		
2-yr., 2 1/2-in. Rose pots, 6 to 12 ins.	25.00	220.00

3-yr. TT, field, 8 to 12 ins.		
	Per 100	Per 1000
3-yr. TT, field, 8 to 12 ins.	35.00	300.00
4-yr. TT, field, 12 to 15 ins.	50.00	450.00
5-yr. TT, field, 12 to 15 ins.	75.00	650.00

Taxus media heasleyi		
	Per 100	Per 1000
2-yr., 2 1/2-in. Rose pots, 8 to 12 ins.	27.50	250.00
3-yr. TT, field, 8 to 12 ins.	37.50	350.00

Taxus media hicksi		
	Per 100	Per 1000
2-yr., 2 1/2-in. Rose pots, 6 to 12 ins.	25.00	220.00
3-yr. TT, field, 8 to 12 ins.	35.00	300.00
4-yr. TT, field, 12 to 15 ins.	50.00	450.00
5-yr. TT, field, 12 to 18 ins.	75.00	650.00

Taxus intermedia (Sebian strain)		
	Per 100	Per 1000
2-yr., 2 1/2-in. Rose pots, 6 to 12 ins.	27.50	250.00
3-yr. TT, field, 6 to 12 ins.	40.00	350.00

(Continued in next column)		
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Taxus media Moon's		
	Per 100	Per 1000
2-yr., 2 1/2-in. Rose pots, 6 to 12 ins.	25.00	220.00

Taxus cusp. vermeuleni		
	Per 100	Per 1000
2-yr., 2 1/2-in. Rose pots, 6 to 12 ins.	25.00	220.00
3-yr. TT, field, 8 to 12 ins.	35.00	300.00

Taxus media wyanii		
	Per 100	Per 1000
2-yr. TT, field, 6 to 12 ins.	35.00	300.00
Juniper, Andorra compacta		
2-yr. TT, field, 6 to 12 ins.	30.00	275.00
3-yr. TT, field, 8 to 12 ins.	40.00	

Juniperus glauca hetzi		
	Per 100	Per 1000
1-yr., 2 1/2-in. Rose pots, 4 to 6 ins.	18.00	175.00
2-yr., 2 1/2-in. Rose pots, 6 to 8 ins.	25.00	220.00
2-yr. TT, field, 6 to 12 ins.	30.00	275.00
3-yr. TT, cut backs, 8 to 12 ins.	35.00	300.00
4-yr. TT, cut backs, 12 to 15 ins.	50.00	450.00

Juniperus chinensis nelsoni		
	Per 100	Per 1000</

EVERGREENS, Liners—Continued

ORNAMENTAL LINERS			Per 100	Per 1000
Taxus, Adams				
1-yr. 2 1/2-in. pots.	18.00	170.00	\$18.00	\$170.00
2-yr. 2 1/2-in. pots.	24.00	230.00	24.00	230.00
3-yr. TT	35.00	325.00	35.00	325.00
Taxus andersonii				
1-yr. 2 1/2-in. pots.	18.00	170.00	18.00	170.00
2-yr. 2 1/2-in. pots.	24.00	230.00	24.00	230.00
3-yr. TT	35.00	325.00	35.00	325.00
4-yr. TT	42.50	400.00	42.50	400.00
Taxus brownii				
1-yr. 2 1/2-in. pots.	18.00	170.00	18.00	170.00
2-yr. 2 1/2-in. pots.	24.00	230.00	24.00	230.00
3-yr. TT	35.00	325.00	35.00	325.00
4-yr. TT	42.50	400.00	42.50	400.00
Taxus cuspidata				
1-yr. 2 1/2-in. pots.	17.00	160.00	17.00	160.00
2-yr. 2 1/2-in. pots.	22.00	210.00	22.00	210.00
3-yr. TT	35.00	325.00	35.00	325.00
4-yr. TT	42.00	400.00	42.00	400.00
5-yr. TT	62.50	600.00	62.50	600.00
Taxus hicksii				
1-yr. 2 1/2-in. pots.	18.00	170.00	18.00	170.00
2-yr. 2 1/2-in. pots.	23.00	220.00	23.00	220.00
3-yr. TT	35.00	325.00	35.00	325.00
4-yr. TT	42.00	400.00	42.00	400.00
5-yr. TTT	62.50	600.00	62.50	600.00
Taxus hunnebelliana				
2-yr. 2 1/2-in. pots.	24.00	230.00	24.00	230.00
Ilex convexa				
3-yr. TT	37.50	350.00	37.50	350.00
4-yr. TT	45.00	425.00	45.00	425.00
Ilex hetzi				
3-yr. TT	37.50	350.00	37.50	350.00
4-yr. TT	45.00	425.00	45.00	425.00
Ilex rotundifolia				
3-yr. TT	35.00	325.00	35.00	325.00
4-yr. TT	42.50	400.00	42.50	400.00
Ilex stokesii, pat. No. 887				
1-yr. 2 1/2-in. pots.	25.00	225.00	25.00	225.00
2-yr. 2 1/2-in. pots.	27.50	250.00	27.50	250.00
3-yr. TT	37.50	350.00	37.50	350.00

EVERGREEN SEEDLINGS			Per 100	Per 1000
Scotch Pine				
2-yr. seedlings, 2 to 4 ins.	\$2.00	\$ 7.50		
2-yr. seedlings, 4 to 8 ins.	4.00	20.00		
3-yr. seedlings, 6 to 12 ins.	4.00	20.00		
3-yr. seedlings, 8 to 14 ins.	4.00	20.00		
French Scotch Pine				
2-yr. seedlings, 1 to 3 ins.	2.00	7.50		
2-yr. seedlings, 3 to 6 ins.	4.00	20.00		
Spanish Scotch Pine				
2-yr. seedlings, 1 to 3 ins.	2.00	7.50		
2-yr. seedlings, 3 to 6 ins.	4.00	20.00		
2-yr. seedlings, 4 to 8 ins.	5.00	25.00		
White Pine				
2-yr. seedlings, 1 to 2 ins.	2.00	10.00		
2-yr. seedlings, 2 to 5 ins.	3.00	15.00		
Mugho Pine				
3-yr. seedlings, 1 to 3 ins.	7.00	35.00		
Austrian Pine				
2-yr. seedlings, 1 to 3 ins.	2.00	7.50		
2-yr. seedlings, 3 to 5 ins.	3.00	15.00		
Douglas Fir				
3-yr. seedlings, 2 to 4 ins.	3.00	15.00		
3-yr. seedlings, 4 to 8 ins.	6.00	30.00		
Colorado Blue Spruce				
3-yr. seedlings, 2 to 4 ins.	2.50	12.50		
3-yr. seedlings, 4 to 8 ins.	5.00	25.00		
Norway Spruce				
2-yr. seedlings, 2 to 4 ins.	2.00	10.00		
2-yr. seedlings, 4 to 8 ins.	4.00	20.00		

TERMS: No charge for packing. 25 per cent with order, balance C.O.D. 250 of a variety at 1000 rate. Special quotations on large orders.

HEASLEY BROS. NURSERY
R. D. 1, Box 218 Greensburg, Pa.
Phone LA 7-5532

EVERGREEN SEEDLINGS			100	1000
Scotch Pine (Spanish or French)				
2-yr. (2-0), 4 to 7 ins.	\$ 4.00	\$ 20.00		
3-yr. (3-0), 6 to 12 ins.	5.00	25.00		
Austrian Pine				
3-yr. 6 to 12 ins.	5.00	25.00		
Colorado Blue Spruce				
3-yr. (3-0), 5 to 9 ins.	5.00	30.00		
4-yr. (2-2), 8 to 10 ins.	10.00	75.00		
Norway Spruce				
2-yr. (2-0), 3 to 6 ins.	4.00	20.00		
3-yr. (3-0), 8 to 12 ins.	5.00	30.00		
White Spruce				
3-yr. (3-0), 8 to 12 ins.	5.00	30.00		
Black Hills Spruce				
3-yr. (3-0), 5 to 9 ins.	5.00	30.00		
Engelmann Spruce				
3-yr. (3-0), 5 to 9 ins.	5.00	30.00		
Canadian Hemlock (nursery-grown seedlings)				
2-yr. (2-0), 3 to 5 ins.	5.00	30.00		
4-yr. (2-2), 6 to 12 ins.	10.00	80.00		
Japanese Holly				
1-yr. (1-0), 8 ins.	17.00	150.00		
3-yr. (1-2), 10 ins.	50.00	350.00		
Japanese Yew (cuspidata)				
1-yr. (1-0), 8 ins.	17.00	150.00		
4-yr. (2-2), 12 ins.	45.00	350.00		
Hicks Yew				
1-yr. (1-0), 8 ins.	17.00	150.00		
4-yr. (2-2), 12 ins.	45.00	350.00		

BURKETT'S EVERGREEN NURSERY
R. D. 2 Indiana, Pa.
Phone HO 3-0363

STRONG GRAFTS, READY IN MAY.
Picea glauca hoopsii, \$125.00 per 100.
Picea glauca kosteriana, \$100.00 per 100.
FRANK'S NURSERIES,
Waterford Works, N. J.

EVERGREEN LINERS

Per 100 Per 1000

GLOBE ARBORVITAE				
woodwardi, dark green, 1-yr.				
transplants, 4 to 6 ins.	\$30.00	\$250.00		
Hovey's, green; 1-yr. trans-				
plants, 4 to 6 ins.	25.00	200.00		
2-yr. trans., 6 to 8 ins.	40.00	300.00		
PYRAMIDAL ARBORVITAE				
compacta, green, 1-yr.				
transplants, 5 to 7 ins.	35.00	300.00		
JUNIPER, Blue Pfitzer				
(chinensis hetzi), 1-yr.				
transplants, 5 to 7 ins.	25.00	200.00		
JUNIPER, Irish, 1-yr. trans-				
plants, 4 to 6 ins.	30.00	250.00		
JUNIPER, Andorra, 1-yr.				
transplants, 4 to 6 ins.	30.00	250.00		
JAP. YEW, grown from seed,				
Taxus cuspidata capitata,				
upright, pyramidal, 4-yr.				
transp. (2-2), 6 to 12 ins.	30.00	200.00		
JAP. YEW, transplanted rooted				
cuttings.				
Taxus cuspidata, spreading.				
1-yr. transp., 5 to 6 ins.	25.00	175.00		
2-yr. transp., 6 to 8 ins.	35.00	250.00		
Taxus hicksii, upright.				
1-yr. transp., 5 to 7 ins.	25.00	175.00		
2-yr. transp., 8 to 10 ins.	40.00	300.00		
Taxus brownii, upright.				
1-yr. transp., 4 to 6 ins.	25.00	175.00		
2-yr. transp., 6 to 8 ins.	40.00	300.00		
Taxus hunnebelliana, semi-				
upright.				
1-yr. transp., 4 to 6 ins.	25.00	175.00		
Taxus intermedia, spreading.				
1-yr. transp., 4 to 6 ins.	25.00	175.00		
2-yr. transp., 6 to 8 ins.	35.00	250.00		
JAPANESE HOLLY (Ilex),				
retundifolia, transplants,				
6 to 10 ins.	35.00	300.00		
convexa, transplants,				
6 to 10 ins.	35.00	300.00		
crenata hetzi, transplants,				
6 to 10 ins.	35.00	300.00		
AMERICAN HOLLY, FEMALE,				
10 per cent male, 1-yr.				
transplants, 5 to 12 ins.	50.00	400.00		
DELIA BRADLEY				
1-yr. transp., 8 to 12 ins.	50.00	400.00		
MUSSER FORESTS, INC.				
Box 16MC Indiana, Pa.				

SPRING 1961			100	1000
ROOTED CUTTINGS				
Arborvitae, pyramidal, 6 to 10 ins.	\$0.10	\$0.09		
Arborvitae woodwardi, 6 to 8 ins.	10	09		
Juniper, Andorra, 6 to 8 ins.	11	10		
Juniper, Hetzi, 6 to 8 ins.	10	09		
Juniper, Pfitzer, 6 to 8 ins.	10	09		
Taxus hicksii, 6 to 10 ins.	09	08		
Taxus cuspidata, 6 to 10 ins.	09	08		
Taxus hatfieldi, 6 to 10 ins.	11	10		
Taxus brownii, 6 to 10 ins.	10	09		
Taxus capitata (leaders),	14	12		
6 to 8 ins.				
1-YR. TRANSPLANTS				
Taxus densiformis	18	15		
Taxus capitata	18	15		
Taxus cuspidata	15	12		
Taxus hicksii	15	12		
Taxus brownii	18	15		
Juniper, Pfitzer (cuttings)	20	18		
2-YR. TRANSPLANTS				
Taxus cuspidata	20	17		
Taxus hicksii	20	17		
Taxus brownii	23	20		
Taxus hatfieldi	23	20		
3-YR. TRANSPLANTS				
Taxus cuspidata	30	27		
Taxus hicksii	30	27		
Taxus brownii	33	30		
Colorado Spruce (seedlings)	12	08		
4-YR. TRANSPLANTS				
Taxus cuspidata	40	35		
Taxus hatfieldi	40	35		
Taxus brownii	40	35		

JUNIPER GRAFTS			Per 100	Per 1000
rate rate				
Canaerti, burki, keteleeri	\$0.55	\$0.50		
Dundee, Hillspire	.55	.50		
SPRUCE GRAFTS				
Koster, Moerhelm, Swartz, \$1.25 each.				
5 per cent discount, cash with order.				
DRAKE'S NURSERIES				
G-4342 Branch Rd.				
	Flint 6, Mich.			

EVERGREENS			Each, 100	1000
ROOTED CUTTINGS				
Arborvitae, American, dark	\$0.10	\$0.09		
Arborvitae, pyramidal, 6 to 8 ins.	11	10		
Arborvitae, globe, 4 to 8 ins.	10	09		
Juniper Hetzi, 6 to 8 ins.	10	09		
Juniper, Pfitzer, 6 to 8 ins.	10	09		
Juniper, Savin, 6 to 8 ins.	10	09		
Juniper, Von Ehrh, 6 to 8 ins.	10	09		
Juniper, Andorra, 6 to 8 ins.	10	09		
Taxus cuspidata, 6 to 8 ins.	09	08		
Taxus hunnebelliana, 6 to 8 ins.	10	09		
Taxus hicksii, 6 to 8 ins.	10	09		
Taxus capitata (leaders), 6 to 8 ins.	13	12		
2 AND 3-YR. TRANSPLANTS				
Juniper, Savin	\$0.22	\$0.20		
Taxus cuspidata	22	20		
Taxus hicksii	22	20		
250 per variety at 1000 rate. Spring delivery.				
5 per cent discount, cash with order.				
DE WINTER'S NURSERY				
653 Port Sheldon Rd.				
	Grandville, Mich.			

QUALITY EVERGREENS

Per 100 Per 1000

Douglas Fir, Colorado Blue strain			
2-yr. seedlings, 3 to 7 ins.	\$4.00	\$25.00	
3-yr. seedlings, 8 to 14 ins.	7.00	45.00	
Colorado Blue Spruce			
2-yr. seedlings, 4 to 6 ins.	4.00	25.00	
3-yr. seedlings, 8 to 10 ins.	6.00	40.00	
4-yr. transplants, 15 to 10 ins.	11.00	75.00	
Norway Spruce			
2-yr. seedlings, 4 to 8 ins.	4.00	25.00	
3-yr. seedlings, 7 to 14 ins.	5.00	35.00	
3-yr. seedlings, 10 to 18 ins.	7.00	45.00	
4-yr. transplants, 12 to 14 ins.	9.00	60.00	
Juniperus virginiana (Red Cedar)			
2-yr. seedlings, 8 to 12 ins.	4.00	28.00	
4-yr. seedlings, 15 to 25 ins.	8.00	50.00	
Scotch Pine, Austrian Pine,			
Denmark, domestic strains			
2-yr. seedlings, 8 to 14 ins.	3.00	18.00	
3-yr. seedlings, 10 to 16 ins.	4.00	28.00	
Scotch Pine, special			
Blue-Green strain			
3-yr. seedlings, 8 to 12 ins.	5.00	32.50	
Austrian Pine, Lower Alpine strain			
3-yr. seedlings, 8 to 12 ins.	4.00	28.00	
4-yr. seedlings, 12 to 18 ins.	5.00	32.50	
White Pine			
3-yr. seedlings, 6 to 10 ins.	4.00	28.00	
4-yr. transplants, 6 to 12 ins.	8.00	60.00	
American Red Pine			
3-yr. seedlings, 6 to 10 ins.	4.00	28.00	
5-yr. transplants, 10 to 20 ins.	15.00	.....
European White Birch			
1-yr. seedlings, 5 to 10 ins.	6.00	35.00	
Myrtle, ground cover			
Clumps, 10 to 20 leaders.	8.00	50.00	

EVERGREEN SEEDLINGS			100	1000
Douglas Fir, 4 to 6 ins.	.....	\$ 5.00	\$25.00	
6 to 10 ins.	.....	7.00	30.00	
10 to 16 ins.	.....	9.00	.....
Concolor Fir, 4 to 8 ins.	.....	6.50	.....
6 to 12 ins.	.....	9.00	.....
American Arborvitae, 3 to 6 ins.	.....	5.00	22.50	
5 to 10 ins.	.....	6.00	27.50	
6 to 12 ins.	.....	7.00	30.00	
10 to 15 ins.	.....	8.00	40.00	
Colorado Blue Spruce, 3 to 5 ins.	.....	5.00	25.00	
6 to 12 ins.	.....	8.00	40.00	
10 to 15 ins.	.....	10.00	50.00	
Black Hills Spruce, 3 to 6 ins.	.....	5.00	25.00	
6 to 12 ins.	.....	8.00	40.00	
10 to 16 ins.	.....	10.00	50.00	
Scotch Pine, non-yellowing,	.....	7.00	35.00	
5 to 10 ins.	.....	5.00	25.00	
3 to 6 ins.	.....	7.00	.....
Dwarf Mugo Pine, 3 to 6 ins.	.....	7.00	.....
Dwarf Swiss Stone Pine, 12-yr. 12 to 20 ins., \$5.00 each, express collect. Remittance with order. Plants at 100 rate sent prepaid up to zone 5, 500 plants at 1000 rate, express collect. Packing free.	.....		
Burlap bags, approximately 50x70 ins. when opened, 15c each. F.O.B. 25 to a bundle.	.....		

NEUNER'S EVERGREEN NURSERY
368 Eicher Rd. Pittsburgh 2, Pa.

3-YR. BEDDED, POTTED			Each	100	1000
Andorra Juniper, 8 to 10 ins., T.	.....	\$0.50	\$0.40		
10 to 15 ins., T.	.....	.60	.50		
Pfitzer Juniper, 8 to 10 ins., T.	.....	.50	.40		
10 to 15 ins., T.	.....	.60	.50		
Pfitzer comp. Juniper,	.....	.50	.40		
8 to 10 ins., T.	.....	.60	.50		
10 to 15 ins., T.	.....	.60	.50		
Taxus hicksii, 6 to 10 ins., T.	.....	.45	.40		
Thuja globosa, 12 to 15 ins., T.	.....	.50	.45		
Thuja pyramidalis,	.....	.60	.50		
18 to 24 ins., T.	.....	.60	.50		
Thuja wariana (Siberian),	.....	.50	.45		
12 to 15 ins., T.	.....	.50	.45		

2-YR. POTTED, 2 1/2-IN. POTS			Each	100	1000
Juniper, Pfitzer	.....	.27 1/2	.25		
Juniper, Pfitzer compacta	.....	.27 1/2	.25		
Taxus, Adams columnaris	.....	.30	.27 1/2		
Taxus brownii	.....	.30	.27 1/2		
Taxus hatfieldii	.....	.30	.27 1/2		
Taxus intermedia	.....	.30	.27 1/2		
Thuja woodwardii	.....	.25	.22 1/2		

THE HOLLANDIA GARDENS
South Vienna, O.

2-YR. HEAVY LINERS, OPEN BEDDED			Each	100	1000
Taxus cuspidata	.....	\$0.20			
Taxus densiformis	.....	.20			
Taxus hatfieldii	.....	.20			
Taxus moonii	.....	.20			

1-YR. LINERS, OPEN BEDDED			Each	100	1000
Taxus cuspidata	.....	.15			
Taxus densiformis	.....	.15			
Taxus hatfieldii	.....	.15			
Taxus cuspidata capitata, tip cuttings.	.....	.15			

Rooted cuttings, out of sand.
Ready June 1, 1961.

Taxus cuspidata	.....	.08			
Taxus hatfieldii	.....	.08			
Taxus moonii	.....	.08			
Taxus cuspidata capitata, tip cuttings.	.....	.08			

Minimum order 250.
LAURIENTE NURSERIES, INC.
464 Main St. Agawam, Mass.

ROOTED CUTTINGS AND TRANSPLANTS
Strong, true to type, rooted cuttings of the following:
Taxus varieties: Browni, kelseyi, hicksii, femina, wardi, Hill's dwarf pyramidal, dwarf erecta and cuspidata.
Hill's pyramidal and boothii Arborvitae.
These are large cuttings, hormone treated and radiant heat grown, producing an abundance of strong roots.
\$10.00 per 100, \$90.00 per 1000.
Write for prices of 2 and 3-yr. transplants of the above varieties.
Free packing for cash with order.

AKTLEY'S NURSERY
339 Cherry St. Montoursville, Pa.

MIAMI NURSERY PRICE LIST
2-YR. POTTED STOCK
The finest: Taxus, Arborvitae, Junipers and broad-leaved liners and rooted cuttings.
2-yr., pot-grown stock, 7 to 9 ins., sheared, 20c to 26c each, per 1000 rate.
1-yr.-old, heavy rooted cuttings, 8c to 10c, per 1000 rate.

NOTE: Write for price list with full line of potted stock and rooted cuttings. "GET ACQUAINTED" OFFER on 250 2-yr. pot plants or 250 rooted cuttings. Special prices on large quantities. Samples free on request.
Call collect TIPP CITY, NO 7-6398.
MIAMI NURSERY CO., TIPP CITY, O.

PINE, SPRUCE, SEEDLINGS AND LINERS
Scotch Pine, 3-yr., 9 to 14 ins., \$ 6.00 \$30.00 (French and Spanish strains)
Colo. Blue Spruce, 4-yr.,
6 to 12 ins. 10.00 50.00
Norway Spruce, 3-yr., 6 to 12 ins. 6.00 35.00
Juniperus glauca hetzli, 2-yr.,
6 to 12 ins. 30.00
Spreading Jap. Yew, 4-yr.,
6 to 12 ins. 40.00

Write for complete list.
PAINT CREEK NURSERIES
R. D. 1 Shippensburg, Pa.

Watch Your Results From
American Nurseryman Classified Ads.

TAXUS CUSPIDATA (Yew).
Heavy rooted cuttings.
2-yr., pruned back, \$8.00 per 100.
3-yr. transplants, \$18.00 per 100.
4-yr. transplants, \$27.00 per 100.
JUNIPERUS HETZLI.
Heavy plants ready for the field.
2-yr., pruned back, \$20.00 per 100.
ANDORRA JUNIPER, 1-yr., rooted cuttings, 4 to 6 ins., \$8.00 per 100.
CLYDE E. JOHNSON'S NURSERY
2106 Coburn Ave. Ashland, Ky.

SEEDLINGS AND TRANSPLANTS 100 1000
Scotch Pine (French or Spanish)
3-yr., 10 to 14 ins. \$3.50 \$20.00
Colorado Blue Spruce
3-3 transplants, 8 to 14 ins. 8.00 60.00
4-yr. seedlings, 8 to 12 ins. 5.00 35.00
3-yr. seedlings, 4 to 8 ins. 3.50 25.00
Mariana Black Spruce
4-yr. seedlings, 10 to 16 ins. 4.00 30.00
Balsam Fir
4-yr. seedlings, 6 to 10 ins. 4.00 30.00
BERKEY'S NURSERY, Spartansburg, Pa.

EVERGREEN SEEDLINGS, 2-YR. 1000
Blue Spruce ... 2 to 4 ins., \$12; 3 to 6 ins., \$20
White Spruce ... 2 to 4 ins., 12; 3 to 6 ins., 20
Norway Spruce ... 2 to 4 ins., 12; 3 to 6 ins., 20
Concolor Fir ... 3 to 6 ins., 30
Douglas Fir ... 2 to 4 ins., 15
Scotch Pine, French, Spanish or Austrian Hill strains. 4 to 8 ins., 15
Special prices for large amounts.
WILLIAM LUBBERS
622 Graafschap Rd. Holland, Mich.

FIELD-GROWN LINING-OUT STOCK
Strong liners that will please you.
Each, 100 1000
Hemlock, TT, 8 to 10 ins. 25c 22 1/2c
Hemlock, TT, 10 to 12 ins. 35c 32 1/2c
The 100 rate applies beyond the beetle zone.

TWIN CEDAR NURSERY
Williamsburg, Mass.

Balsam Fir, freshly collected in our forests in northern Wisconsin.
Per 100 Per 1000
3 to 6-in. seedlings. \$ 3.00 \$17.50
6 to 8-in. seedlings. 5.00 30.00
10 to 18-in. seedlings. 12.50 70.00
18 to 24-in. seedlings. 30.00 90.00

Also collected Sugar Maple, nursery-grown seedlings, transplants, potted trees. Free list.
Pony Creek Nursery, Tilleda, Wis.

NANDINAS
40,000 2-yr. seedlings, 4 to 8 ins., \$5.00 per 100, \$40.00 per 1000.

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Western Blvd. Raleigh, N. C.

DOUGLAS FIR SEEDLINGS
Blue Douglas Fir, 3-yr., sturdy, branched seedlings.
6 to 8 ins., \$15.00 per 1000.
Cash with order. Packing free.
All priced F.O.B. Angola, N. Y.

ARTHUR CASH NURSERY
Angola, N. Y.

KOSTER BLUE SPRUCE
1-yr. grafts, \$1.50.
Immediate delivery.
Cash with order.

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CHRISTMAS TREE GROWERS!
You can ill afford to plant any other Pine strains.
French Blue, 4 to 8 ins.
Austrian Green, 5 to 10 ins.
Both are non-yellowing.
Our price is ONLY \$12.00 per 1000.
Order early.

ST. REGIS TREE NURSERY
St. Regis Falls, N. Y.

HEAVY FIELD-ROOTED LINERS
Per 100 Per 1000
Greek Juniper, 6 to 12 ins. \$0.12 \$0.10
Hetz Juniper, 6 to 12 ins.15 .13
Pfitzer Juniper, 6 to 12 ins.15 .13
Andorra Juniper, 6 to 12 ins.12 .10
2 per cent discount and packing free when cash accompanies order.

GRANT'S NURSERY
Route 2 Caledonia, Miss.

SPRUCE, SEEDLINGS AND LINERS
White Spruce, 3-yr., 4 to 10 ins., \$25.00 per 1000; 4-yr. (2-2), 6 to 12 ins., \$40.00.
Colorado Blue Spruce, 4-yr. (2-2), 4 to 8 ins., \$40.00. No packing charge. Cash.

DECKER EVERGREEN NURSERY
R.D. 1 Cadillac, Mich.

SEEDLINGS AND TRANSPLANTS
See our display ad on page 98 of this issue.

W. S. YOE NURSERIES
Lake St. Madison, O.

EVERGREENS, B&B

B&B EVERGREENS
Biota aurea nana, 15 to 18 ins. \$1.00
Biota aurea nana, 21 to 24 ins. 1.70
Euonymus japonicus, 15 to 18 ins. 1.00
Juniperus hetzli, 15 to 18 ins. 1.35
Juniperus hibernica, 24 to 30 ins. 1.35
Juniperus stricta, 15 to 18 ins. 1.00
Juniperus stricta, 30 to 36 ins. 2.00
Thuja pyramidalis, 24 to 30 ins. 1.70
Pink-flowering Almond, 18 to 24 ins. 1.00
Dbl. red-flowering Peach, 4 to 6 ft. 2.00
Silver Maple (1 1/2-in. cal.), 6 to 8 ft. 1.50
Forsythias (heavy br.), 4 to 6 ft. 1.90
Calif. Privet (1-yr.), 18 to 21 ins. (bdl.), 25 for 1.00
(Root-wrapped with soil.)
All stock B&B at above prices.
F.O.B. Sewell, N. J.
Write for complete listing.
OAKVIEW NURSERY, INC.
Phone Canal 7-2450 Sewell, N. J.

CONIFERS Each, 100 1000
Larix decidua
4-yr., tr. (2-2) 2 to 3 ft. \$0.35 \$0.30
1 1/2 to 2 ft.25 .20
Chamaecyparis lawsoniana
4-yr., tr. (2-2), 10 to 15 ins.15 .13
Tsuga caroliniana
2-yr., s (2-0), 3 to 6 ins.12 .10
Taxus capitata
2-yr., s (2-0), 3 to 6 ins.12 .10
Pinus nigra
4-yr., tr. (2-2), 6 to 12 ins.12 .10
Picea glauca
4-yr., tr. (2-2), 5 to 10 ins.12 .10
WAVECREST NURSERIES
Fennville, Mich.

EVERGREENS
Hlex East Palatka, 4 ft. up to 8 ft., with berries
Hlex burfordii, 3 to 4 ft., 4 to 5 ft.
Hlex vomitoria, 3 ft. up to 8 ft., with berries
Hlex crenata, 2 to 3 ft., 4 to 5 ft.
Abelia Edward Goucher, 2 to 3 ft., 3 to 4 ft.
Abelia grandiflora, 2 to 3 ft., 3 to 4 ft.
Ligustrum lucidum, 3 to 4 ft.
Loropetalum chinense, 3 to 4 ft., 4 to 5 ft.
Nandina domestica, 1 1/2 to 2 ft., 2 to 3 ft.
Write for discount prices on surplus items.
CATAWBA NURSERY, NEWTON, N. C.

MUST MOVE TO CLEAR LAND
Contact for quantity and prices.
Berkman's Golden, to 30 ins.
Greek Juniper, to 36 ins.
Blue Hetz Juniper, to 36 ins.
Pfitzer Juniper, to 30 ins.
Irish Juniper, to 5 ft.
Big Chinese Elm and Silver Maple.

Write for complete catalog.
COMMERCIAL NURSERY CO.
Decherd, Tenn.

EVERGREENS, Miscellaneous
BROAD-LEAVED EVERGREENS
Large selection of container-grown stock. Quality material. Reasonable prices.
MARSHALL NURSERIES
Salisbury, Md.

FOLIAGE PLANTS
BIG-LEAVED PHILODENDRON
TOTEM POLES
Pertusum, 6-in. plastic pot on 24-in. cypress slab, 2 plants per pot, \$1.40 each pot.
Hastatum, 6-in. plastic pot on 24-in. cypress slab, 2 plants per pot, \$1.40 each pot.
The above 6-in. pots packed 9 per carton.
No packing charge.
RAYWOOD NURSERIES CO., INC.
P. O. Box 24 Plymouth, Fla.

Sell Stock Quickly and Easily with
American Nurseryman Classified Ads.

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EAST MALLING ROOT STOCK
APPLE STOCK
EM type I
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EM type IV
EM type VII
EM type IX
Alnarp No. 2
PEAR STOCK
EM Quince A
2000 dwarf root stock
for 5-in-1 trees.
with a grafting size at 3 ft. and up.
Perfectly rooted and graded.
2-yr. transplanted and 1-yr. layers.
Prices on request.
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Lakeside, Mich.

2-YR. APPLES, HEAVY BRANCHED
Per 10 Per 100
5 to 6 ft., 11/16-in. and up. \$0.65 \$0.60
4 to 5 ft., 9/16-in. and up.55 .50
Dbl. Red Delicious Red Jonathan
Early Harvest Red Rome
Grimes Golden Yellow Delicious
Lodi Yates
McIntosh Red Stayman
M. B. Twigg
Write for complete catalog.
COMMERCIAL NURSERY CO.
Decherd, Tenn.

FRUIT AND NUT TREES—Continued

FRUIT TREES		
Leading varieties. Write for list.		
APPLES, 2-yr., branched	Each, 10	100
4 to 5 ft.	.....	\$0.55 \$0.50
5 to 6 ft.	.....	.65 .60
PEARS, 2-yr., branched	.....	.65 .60
4 to 5 ft.	.....	.60 .55
5 to 6 ft.	.....	.70 .65
PEARS, 3-yr., branched	.....	.80 .75
8 to 9 ft.	.....	.80 .75
Packing free when cash accompanies order.		
CATAWBA NURSERY, NEWTON, N. C.		

MALLING VII		
Transplants and cuttings. Pacific coast grown. (600 or over at 1000 rate.)		
	100	1000
2-yr. transplants, 1/2-in. and up.	\$18.00	\$175.00
1-yr. select grafters, 3/4-in. up.	15.00	145.00
1-yr. grafters, 1/2 to 3/4-in.	12.50	115.00
1-yr. No. 1, 3/16 to 1/2-in.	10.00	90.00
1-yr. No. 2, 2/16 to 3/16-in.	7.50	70.00
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PAPER SHELL PECANS
 Arp-grown, heavy, clean, grafted trees, bare or packaged. Posters, Labels, Thomas Black Walnut, Japanese Persimmon. Beautiful. Permanent shade. Productive, too! Deliveries with Roses. FRESH.
ARP NURSERY CO.
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10,000 PEACH TREES
 Priced 10c to 30c each. Sizes 5/10 to 1 1/2-in. cal.: Elberta, Early Elberta, Blake, Triagem, Richhaven, Red-flowering Peach, Blue Damsion. Phone MO 8-3568.
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VICTORIA RHUBARB
 Large divisions, good color and a thrifty grower. Dug and ready.
 \$10.00 per 100, \$90.00 per 1000.
ROUDEBUSH GARDENS
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VICTORIA RHUBARB ROOTS
 3 grades, 1 to 1 1/2-in., also 1/2 to 1-in. and 1/2 to 1/4-in. Write for prices. Can ship any time. No charge for boxing.
ASHCRAFT'S NURSERY
 Phone FR 8-2322 Copemish, Mich.

GERANIUMS

2 1/2-IN. GERANIUMS, 2 1/2-IN.
 Irene, any quantity, \$100.00 per 1000. Others, \$12.00 per 100; lots of 5000 or more, \$11.00 per 100. Will deliver free in lots of 5000 or more within 150 miles of Aurora.
 Irene, Penny Irene, Genie Irene, Salmon Supreme, Radio Red, Olympic Red, Salmon Irene, Mme. Buchner and Appleblossom.
 Also taking orders for 6-in. stock plants for February and March delivery, \$40.00 per 100. These are all plants started last July and August.

FAIR VIEW GARDENS, INC.
 Fair View Rd. off Sullivan Rd. Aurora, Ill.
 Phone TWIn Oaks 2-0471

QUALITY GERANIUM CUTTINGS
 Unrooted, \$4.50 per 100, \$40.00 per 1000; rooted, \$8.50 per 100, \$80.00 per 1000. Special varieties slightly higher. Catalog of over 150 leading varieties free.
C. SECRETIST, MUSCATINE, IA.

GRAPEVINES

GRAPE CUTTINGS
 Concord and Fredonia, cut by experienced workmen, from clean, healthy vineyard; largest in Oklahoma. Tied with wire, 100 to bunch, \$6.00 per 1000. F.O.B. here, by express or motor freight, while supply lasts.
IDEAL FRUIT FARM AND NURSERY
 Stilwell, Okla.

GRAPE CUTTINGS
 Concord, Niagara, Delaware, \$7.50 per 1000. State inspected. Ripen wood. Mich. cuttings root better. Order now. No orders taken after January 15.
PAW PAW PLANT CO., PAW PAW, MICH.

GROUND COVERS

GROUND COVERS
 Hardy Myrtle (Vincea minor, Periwinkle), large individually made-up clumps of 20 to 25 leads; finest quality, \$50.00 per 1000. Lonicera Hall's halliana (Creeping Honeysuckle), 3-yr., branched, machine dug for better plants and standardized for landscaping the larger areas, \$47.50 per 1000; 5000 or more plants, \$45.00 per 1000. Pachysandra terminalis, excellent 1 to 2-yr. rooted cuttings, \$50.00 per 1000. English Ivy (Hedera helix), 1 to 2-yr. rooted cuttings, propagated outside under mist, \$50.00 per 1000. Euonymus coloratus, rooted cuttings, \$57.00 per 1000. Euonymus vegetus, \$65.00 per 1000. Euonymus patens, \$45.00 per 1000. Euonymus radicans, \$50.00 per 1000. Mixed Ferns, \$75.00 per 1000. Can furnish all of the above in 2 1/2 to 3 1/2-in. pots (ask about prices).
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 Upper River Rd. Gallipolis, O.

BEARBERRY
 (ARCTOSTAPHYLOS UVA-URSI)
 Ideal, unusual evergreen trailer for sandy acid soil. Nice bushy plants, 8 to 12 ins. long, from 3 in. pots.
 Individually wrapped with all roots and soil ball in aluminum foil.
 \$50.00 per 100; 25 at 100 rate.
 \$450.00 per 1000; 250 at 1000 rate.
 Cash with order. No C.O.D.
MAYFAIR NURSERIES
 R. D. 2 Nichols, N. Y.

Hardy Myrtle (Vincea minor), plants with 20 leads or more and good roots, \$5.00 per 100, \$45.00 per 1000. Pachysandra, sand-rooted cuttings, \$40.00 per 1000. English Ivy, sand-rooted cuttings, \$40.00 per 1000. Cash. Also potted stock of all items listed.
 Samuel I. Minder, 1248 Wabank Rd., Lancaster, Pa. Phone EX 3-6347.

HARDWOOD CUTTINGS

CUTTING WOOD
 Taxus media Seblan
 Taxus media hicksi
 Taxus cuspidata
 Arbovitae, Woodward globe
 Arbovitae, pyramidal
 Arbovitae, dark green American.
 2c each.
DUGAN NURSERIES, INC.
 Center St. Perry, O.

HARDWOOD CUTTINGS
 Shrubs: Cornus, Forsythias, Hydrangeas, A. N. Privet, Honeysuckles, Philadelphus, Spiraeas, Snowberries. Write for varieties and prices.
 Evergreens: Taxus, Retinisporas and Junipers, \$15.00 per 1000.
 Cash in advance not necessary.
THE SCOTCH GROVE NURSERY
 Scotch Grove, Ia.

HARDWOOD YEW CUTTINGS
 Unrooted. Hand-trimmed from good stock.
 Taxus cuspidata, spd. Taxus brownii
 Taxus hicksi Taxus intermedia
 Taxus hatfieldi Pfitzer Blue Jun., cut.
 \$20.00 per 1000. F.O.B. Cash in advance.
 Shipping now. No packing charge.
JOSEPH HOLLER FLORIST & NURSERY
 Paris, Ill.

HARDY PLANTS

PERENNIALS
 Ready for landscaping size.
 Heavy ONE-YEAR-OLD field-grown plants.
 Over 525 choice HARD TO GET perennials grown exclusively by

SPRINGBROOK GARDENS, INC.
 Mentor, O.
 Send for free catalog.

HARDY PLANTS
 First quality, 1-yr. plants, all sand-grown, properly spaced in rows for size. Delphinium and Phlox our specialty. Write for complete perennial list today. Order now for immediate spring 1961 shipments.
RICHARDS GARDENS
 Box AN Plainwell, Mich.

HARDY PLANTS
 Our new fall and spring catalog is ready and is yours FREE. Write for it today. 75 illustrations in full color, showing the many exciting perennials your customers will be asking for.
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America's best source for Hardy Plants is **THE WAYSIDE GARDENS**
 Mentor, Ohio
 Write for Trade List.

BETTER PERENNIAL PLANTS.
 with that wonderful root system.
FINEST FIELD GROWN
 Over 500 varieties.
WELLER NURSERIES CO., Holland, Mich.

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 Write for trade list.
PITZONKA'S PANSY FARM & NURSERY
 Bristol, Pa.

SPECIALISTS IN HARDY PERENNIALS
 Ask for wholesale offer.
PEARCE SEED CO., Moorestown, N. J.

HEMEROCALLIS

HEMEROCALLIS
 Send for wholesale list.
MIDDLEPEN PLANTATION
 Orangeburg, S. C.

HOLLY

American Holly, cutting-grown liners. Please see complete list on pages 108-109. Templeton, Phytotektor, Winchester, Tenn.

Hlex, burfordi and rotundifolia, 200,000 unrooted cuttings, 1c each. Minimum order \$10.00. E. F. DuBoise Nursery, Huntsville, Ala.

ILEX OPACA FEMINA
 Cutting-grown from selected northern varieties. Our plants are 5 to 8 ins. tall (measured from the soil), in plant bands, from open beds, 23c in 10's; 20c in 1000's. We will ship bare-root if you wish.
 Orders must be placed by March 10.
 Also rooted cuttings from the greenhouse, 5 to 6 ins. tall, \$16.00 per 100.
 Send for the Wagner White Paper.
CARL WAGNER AND SONS
 Monroeville, N. J.

DWARF HOLLIES
THREE OF THE BEST Per 100
ILEX CRENATA HELLERI
 2 1/2-in. pots \$15.00
ILEX VOMITORIA NANA
 2 1/2-in. pots 17.50
ILEX CRENATA FOSTERI
 8 to 12 ins., bed-grown 15.00
COTTAGE HILL NURSERY, LTD.
 4000 Japonica Lane Mobile, Ala.

ANNOUNCEMENT
 American (Holly opaca) Holly liners. Write for price list.
HOLLY HAVEN, INC., having dissolved as a corporation, wishes to announce that all plant material is now owned and offered for sale by
F. R. GENARD
 Box 64 New Lisbon, N. J.

HOLLY
 English, Silver variegated.
 2 1/2-in. pots, 8 ins. tall, 30c; 10 ins. tall, 35c; 12 ins. tall, 40c; 4-in. pots, single stem, 60c; 4-in., well-branched, 75c. 4-in. pots, Osmantus ilicifolia variegatus, well-branched, 60c. Ready now. Cash with order, please.
KRUSCHKE GREENHOUSES
 Clackamas, Ore.

POTTED BERRIED HOLLY PLANTS
 Well berried American Holly, in hardy named varieties. Free packing. Shipped now or spring.
 4-in. red plastic pots, 21 per ctn., \$15.75.
 3-in. green plastic pots, 25 per ctn., \$12.50.
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 P.O. Box 336A Neshaic Station, N. J.

ILEX OPACA
 Named varieties of northern origin, in sizes from 2 ft. to 6 ft., priced according to height and fullness. A few larger sizes. Also crenata rotundifolia, Hetz and convexa.
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 1504 Wheatland Rd. Vincennes, Ind.
 Phone TU 2-2441

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HONEYSUCKLES
 Lonicera japonica halliana, extra-heavy No. 1, 3 and 4-yr., 18 to 24-in. field plants. 3, 4 to 6 leads, \$40.00 per 1000; lighter grade, \$30.00 per 1000; sample, 100, \$4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone OR 2-4612.
ROBINSON NURSERY CO., Greenville, Ga.

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BALTIC IVY
 Hardest Ivy. Fine for wall or ground cover. True stock. Well-rooted plants.
 Per 100 Per 1000
 Rooted cuttings \$ 7.00 \$ 65.00
 2-in. pots 12.50 115.00
NEW THORNDALIE IVY
 2-in. pots \$15.00 \$140.00
 Euonymus coloratus, 2-in. pots 12.00 110.00
STRATFORD GARDENS
 Russell Breece, M. R. 9 Delaware, O.

BALTIC IVY
 Very hardy.
 Good ground or wall cover.
 Rooted cuttings.
 \$7.00 per 100, \$65.00 per 1000.
NEIDEL'S NURSERY
 216 Park Ave. Oil City, Pa.

ENGLISH IVY (HEDERA HELIX)
 Rooted cuttings,
 \$20.00 per 1000.
FRED C. GLOECKNER & CO., INC.
 15 E. 26th St. New York 10, N. Y.

LAWN GRASS AND SEED

WHOLESALE LAWN SEED
 Write for "FORESTRY'S" new spring list featuring 13 finest quality lawn seed formulas, plus 30 straight grasses.
FORESTRY ASSOCIATES
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 Phone HEmlock 4-5708

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 in the American Nurseryman
 And Watch Sales Climb

LILACS

FOR THE BEST IN FRENCH LILACS
 Try these. Best varieties.
 Mail order and canning sizes.
JOHN G. STROPKEY & SONS NURSERIES
 485 Bowhall Rd. Painesville, O.

LINING-OUT STOCK

LINING-OUT STOCK

Abelia grandiflora, 8 to 10 ins.	\$0.12½
Abelia sherwoodii, 8 to 10 ins.	.15
Acer palmatum, 18 to 24 ins.	.25
10 to 12 ins.	.15
2 to 3 ft.	.50
Banksia Rose, white; 8 to 10 ins.	.20
Buxus harlandii, 6 to 8 ins.	.15
Buxus sempervirens, 6 to 8 ins.	.15
Buxus suffruticosa, 4 to 6 ins.	.15
Cephalotaxus harringtonia fortunei (Plum Yew), 8 to 10 ins.	.15
Cercis canadensis (Redbud), 18 to 24 ins.	.10
2 to 3 ft.	.15
Cherry Laurel, 10 to 12 ins.	.10
Cleyera japonica, 8 to 10 ins.	.15
Cotoneaster divaricata, 10 to 12 ins.	.20
8 to 10 ins.	.15
Cotoneaster franchetii, 8 to 10 ins.	.15
Cotoneaster horizontalis, 8 to 10 ins.	.20
6 to 8 ins.	.15
Cotoneaster microphylla, 6 to 8 ins.	.15
Cotoneaster parneyi, 8 to 10 ins.	.15
Cunninghamia glauca (Blue China Fir), 8 to 10 ins.	.20
6 to 8 ins.	.15
Cunninghamia, green; 8 to 10 ins.	.15
Elaeagnus fruticosa, 8 to 10 ins.	.15
Eriobotrya japonica (Loquat), 1-yr., 2 to 6 ft.	.10
Fatsia, 6 to 8 ins.	.15
Forsythia, 12 to 15 ins.	.12½
15 to 18 ins.	.15
Hypericum, 12 to 15 ins.	.15
Hex cassine attenuata, 10 to 12 ins.	.20
8 to 10 ins.	.15
Hex cassine, 10 to 12 ins.	.20
8 to 10 ins.	.15
Hex cornuta, 8 to 10 ins.	.15
Hex cornuta burfordii, 10 to 12 ins.	.20
6 to 8 ins.	.12½
Hex cornuta, 8 to 10 ins.	.15
Hex crenata, 8 to 10 ins.	.15
Hex crenata, 8 to 10 ins.	.15
Hex crenata rotundifolia, 8 to 10 ins.	.15
Hex opaca Crooningburg, 8 to 10 ins.	.20
Hex opaca East Palatka, 8 to 10 ins.	.15
Hex opaca fosteri, 10 to 12 ins.	.20
8 to 10 ins.	.15
Hex opaca Hume No. 2, 8 to 10 ins.	.15
Hex vomitoria, 10 to 12 ins.	.15
Illicium anisatum (Anise), 8 to 10 ins.	.15
Jasminum floridum, 12 to 15 ins.	.15
10 to 12 ins.	.12½
Jasminum gelominum (yellow Jasmine), 12 to 15 ins.	.15
Jasminum nudiflorum, 12 to 15 ins.	.15
10 to 12 ins.	.12½
Juniperus pfitzeriana, 8 to 10 ins.	.15
Juniperus pfitzeriana glauca hetzi (blue vase-shed), 8 to 10 ins.	.20
Loropetalum chinensis, 10 to 12 ins.	.15
8 to 10 ins.	.15
Lonicera nitida, 8 to 10 ins.	.15
Lonicera yunnanensis, 8 to 10 ins.	.15
Ligustrum nepalense, 12 to 15 ins.	.15
Ligustrum lucidum, 12 to 15 ins.	.15
4 to 6 ins.	.10
Mahonia bealei, 8 to 10 ins.	.15
Nandinas, 4 to 6 ins.	.10
Osmanthus fragrans, 10 to 12 ins.	.20
8 to 10 ins.	.15
Osmanthus fortunei, 10 to 12 ins.	.20
8 to 10 ins.	.15
Palm Cocos australis, 2-yr., 6 to 8 ins.	.12½
Palm Trachycarpus excelsus, 2-yr., 6 to 8 ins.	.12½
Photinia glabra, 8 to 10 ins.	.15
Photinia serrulata, 10 to 12 ins.	.15
Pinus pinaster, 8 to 10 ins.	.10
Pinus pinea, 8 to 10 ins.	.15
Pinus strobus, 8 to 10 ins.	.15
Pittosporum tobira, 8 to 10 ins.	.15
Pyracantha (red berry), cutting-grown, good var., 12 to 15 ins.	.15
Raphiolepis japonica, 8 to 10 ins.	.15
Retinispora ericoides, 10 to 12 ins.	.15
8 to 10 ins.	.12½
Salix discolor, 2 to 3 ft.	.15
Salix (Weeping Willow), 3 to 4 ft.	.15
Sasanqua Cleopatra, 12 to 15 ins.	.20
10 to 12 ins.	.17½
Sasanqua rosea, 12 to 15 ins.	.20
10 to 12 ins.	.17½
Sophora japonica, 4 to 5 ft.	.25
3 to 4 ft.	.15
Thrift, white; 3 to 6 ins.	.10
Viburnum macrophyllum, 8 to 10 ins.	.15
Viburnum odoratissimum, 8 to 10 ins.	.15

TERMS: Cash with order.
SHIPPING NOTICE: Above prices are F.O.B. Stovall. A Lining-out stock is shipped bare-root and well-packed, with no packing charges. INCLUDE EXTRA MONEY ON SMALL ORDERS WHICH CAN GO PARCEL POST. Large orders are shipped express collect.

ALL NURSERY STOCK IS GROWN HERE AND IS GOVERNMENT INSPECTED.
CALVIN HARMAN NURSERY
Stovall, Ga.

BEFORE YOU ORDER, CONSIDER
Successful nurserymen buy only top quality liners in the better varieties. "FINER LINERS" have been our goal for 40 years. You can profit from our experience.
New EARLY-BIRD discount list now ready.
JOHN VERMULEN & SON, INC.
P. O. Box 336A Neshean Station, N. J.

AZALEAS, HEAVY 2-YR. TRANSPLANTS

Brilliant, Daphne Salmon, Formosa, Ivory-ana, Judge Solomon, Pres. Clay, Pride of Mobile, Southern Charm, V. C. Rubra, amoena, Double Macrantha, Judd, kaempferi, kosteri, Pink Macrantha, sherwoodii, Bridesmaid, Coral Bells, Eleanor Allen, Hampton Beauty, Hino-Crimson, hinodegiri, Vesuvius, Mme. Pericat, Mrs. Fischer, Pink Pericat, Twenty Grand.

\$15.00 per 100, \$125.00 per 1000.
CAMELLIAS, vigorous 3-in. plastic pot-grown liners in most popular varieties. Ready to be moved up to can or field.

\$30.00 per 100, \$250.00 per 1000.

MAGNOLIAS, 2-yr., bed-grown, heavy roots.

Alba superba, alexandrina, bliflora, Lilliputian, nigra, pink alba superba, rustica rubra, soulangeana.

Per 100 Per 1000
12 to 18 ins. \$35.00 \$300.00
18 to 24 ins. 40.00 350.00

ORNAMENTALS

Buxus, harlandii, japonica, 4 to 6 ins.	\$12.50
Cleyera japonica, 6 to 8 ins.	15.00
8 to 12 ins.	17.50
Fatsia japonica, 3-in. pot.	15.00
Gardenias, August Beauty, Florida, fortunei, Mystery, 8 to 12 ins.	12.50
12 to 18 ins.	15.00
Gardenia radicans, 4 to 6 ins.	12.50
6 to 8 ins.	15.00
Ilex vomitoria, 8 to 12 ins.	12.50
12 to 18 ins.	15.00
Ilex vomitoria nana, 6 to 8 ins.	17.50
8 to 12 ins.	20.00
Ilex bullata, microphylla, repandum, 6 to 8 ins.	17.50
8 to 12 ins.	20.00
Ilex rotundifolia, 6 to 8 ins.	15.00
8 to 12 ins.	17.50
Ilex, cornuta burfordii, femina, 3-in. pot	17.50
Laurus officinalis, 6 to 8 ins.	8.50
8 to 12 ins.	10.00
Liriodendron, green, clumps	20.00
Loropetalum, 6 to 8 ins.	12.50
8 to 12 ins.	15.00
Lonicera yunnanensis, 3-in. pot	10.00
Ligustrum, iwata, lucidum, pyramidalis, repandum, texanum, 6 to 8 ins.	10.00
8 to 12 ins.	12.50
12 to 18 ins.	15.00
Magnolia grandiflora, 6 to 8 ins.	12.50
8 to 12 ins.	15.00
12 to 18 ins.	25.00
18 to 24 ins.	15.00
Podocarpus sinensis, 6 to 8 ins.	17.50
8 to 12 ins.	15.00
Pyracantha, formosana, graberi, 3-in. pot	15.00
Serissa foetida, 8 to 12 ins.	12.50
Viburnum odoratissimum, 6 to 8 ins.	15.00
8 to 12 ins.	17.50
12 to 18 ins.	20.00
SASANQUA (Camellias), Annette, Chojiguruma, Cinderella, Cleopatra, Day Dream, Hino-de-gumi Mine-no-yuki, Oleifera, Pink Snow, Rosea, Rosea Papavera, Setsugekka, Shishifukujin, Texas Star, 4 to 8 ins.	15.00
8 to 12 ins.	17.50

SEMMES NURSERIES, INC.

Semmes, Ala.

LINING-OUT STOCK

	Each, 1000
Buxus sempervirens (Vic Ries types. Hardy selections)	
8 to 10 ins., T.	\$0.25
10 to 12 ins., T.	.35
Buxus Wintergreen	
New, See ad on page 39	
6 to 9 ins., 3-yr., T.	.60
9 to 12 ins., 3-yr., T.	.70
Berberis Crispum Pygmy	
4 to 6 ins., 2-yr., T.	.35
6 to 9 ins., 2-yr., T.	.45
Kolkwitzia amabilis	
3 to 4 ft., 1-yr., s.	.07½
4 to 6 ins., 1-yr., s.	.10
Pyracantha ruyani (Orange-red berries. Best for North)	
2½-in. bands	.15
10 to 12 ins., 2-yr., T.	.17½
12 to 15 ins., 2-yr., T.	.20
4-in. pots	.60
Syringa vulgaris, purple	
6 to 9 ins., s.	.10
4 to 6 ins., s.	.06
Viburnum mariesii (Improved Double File)	
Rooted cuttings	.10
2½-in. bands	.12½
6 to 12 ins., T.	.17½
Viburnum prunifolium	
4 to 6 ins., 1-yr., s.	.08½
Please ask for complete list.	
SCARF NURSERY, INC.	
New Carlisle, O.	

Colorado Blue Spruce, 3 to 7 ins., \$22.00; 5 to 10 ins., \$30.00. Norway Spruce, 3-yr., 4 to 12 ins., \$16.00 per 1000. Norway Spruce, transplants, 6 to 14 ins., \$6.00 per 100.
Henry Fischer, Rothbury, Mich.

LINERS OF THE BETTER KINDS

Novelties and rare items.

Write for price list.

GULF STREAM NURSERY, INC.
Wachapreague, Va.

LINING-OUT STOCK

All plants bare-root except where noted. Average Evergreens, 6 to 8 ins. or better. Shrubs, etc., 8 to 10 ins. or better. Best roots in the business. We ship all 12 months.

EVERGREENS

Andorra Juniper	\$0.05
Armstrong Pfitzer Juniper	.05
Blue Hutz Juniper	.05
Burk Juniper (upright tree), no competition can touch you on Burk	.12
Compact Pfitzer Juniper	.08
Hillbush Juniper (virginiana)	.12
Pfitzer Juniper	.07
Rosefield's Montana Green Juniper (scopulorum). No trimming	.30
Rosefield's Moonglow Juniper (scopulorum. A denser Blue Heaven)	.30
Savin Juniper	.06
Thomas Blue Creeper	.10
Taxus cuspidata	.10
Von Ehrh Juniper	.06
Compact Pfitzer Juniper (dwarf Pfitzer, bands)	.16

DECIDUOUS

Forsythia Arnold's Brilliant	.06
Forsythia Arnold's Dwarf	.06
Forsythia Arnold's Giant	.06
Forsythia Beatrix Farrand	.05
Forsythia Lynwood Gold	.04
Forsythia nana compacta	.04
Forsythia Spring Glory	.04
Blue Spiraea (Caryopteris)	.06
Hypericum Hidcote	.05
Hypericum kalmianum, dwarf, hardy, pretty, should sell	.05
Honeysuckle, Zabel, Bush	.04
Honeysuckle, heckrottii, Vine, evbl.	.06
Honeysuckle, Clavey's Dwarf, Bush	.06
Privet, Golden Vicary, All yellow	.06
Privet, Lodense	.04
Privet, Regels	.04
Privet, Chinese, Wayside Garden's strain	.04
Spiraea macrothrysa, evbl. pink plumes	.06
Spiraea Anthony Waterer	.10
Viburnum op. sterile (Snowball)	.10
Viburnum tomentosum	.10
Weigela vaniceki	.06

BROADLEAFS

Euonymus carrierei	.04
Euonymus coloratus	.04
Euonymus patens Flagpole (small leaf)	.04
patens, large leaf	.04
patens Newport (medium leaf)	.04
patens Owen (small leaf)	.04
radicans erectus (small leaf)	.04
patens Rosehill (medium leaf)	.04
radicans, upright (Sarcocoe)	.07
Honeysuckle, Purple Leaf (Texas)	.04
Vine. Fine for cans and planters	.04
Honeysuckle, Gold Net, Vine, Variegated	.05
Pyracantha Kasan, a heavy berried	.05
Pyracantha lanai	.05
Pyracantha pauciflora, cans and planters	.05

PERENNIALS

Phlox subulata Scarlet Flame, newest variety and most brilliant color	.04
Emerald Pink	.04
Teucrium chamaeaurys	.04
Less than 300 total order, 2c more per plant. Less than 50 of any item, 4c more per plant.	
Shipment now or book your order for spring.	
McNINCH GREENHOUSES	
St. Joseph, Mo.	

LINERS, IN PLASTIC OR PAPER POTS

No packing charge. F.O.B.

Camphor Tree	\$0.12
Carob Tree	.14
Cedrus deodara	.14
Cryptomeria japonica	.14
Cupressus arizonica	.12
Cunninghamia lanceolata	.14
Dracaena indivisa	.12
Euonymus Silver Queen	.12
Juniperus torulosa, variegated	.14
Loquats	.17
Persea borbonia	.15
Pittosporum, eugenioloides and tobira	.12
Pinus, halepensis, pinea, thunbergii	.12
Podocarpus macrophyllus (cuts)	.12
Sequoia sempervirens	.12
Rooted cuts and bare-root seedlings, \$6.00 per 100, postpaid.	
Brazil Pepper, Persea borbonia, Pittosporum tobira, variegated; Pomegranate dwarf Chico, Oleanders and Crape Myrtle in most colors.	
Unusual material, bare-rooted, from cans. No packing charge. F.O.B.	
Acer davidi, 24 to 30 ins., ex. gals.	\$0.60
Acer davidi, 6 to 8 ft., 5s.	2.25
Acer ginnala, 4 to 6 ft., gals.	.50
Chionanthus retusus, 5 to 6 ft., gals.	.50
Gordonia (Franklinia), 2 to 4 ft., 5s.	3.00
Pistachia chinensis, 18 to 24 ins., gals.	.60
Zelkova serrata, 2 to 3 ft., gals.	.50
Write for more complete list of liners or containers.	

BEE LINE NURSERY

San Dimas, Calif.

LINERS, IN 2½-IN. PEAT POTS

Ready May 1.

Alpine Currant	.12c
Dogwood, variegated	.15c
Hydrangea, P. G.	.12c
Forsythia Lynwood Gold	.12c
Dwarf Ninebark	.12c
Spiraea froebelii	.12c
Snowballs	.15c
Prices are F.O.B. Lake City, Minn.	
NEWLAND'S NURSERY	
Lake City, Minn.	

LINING-OUT STOCK—Continued

SEEDLINGS	100	1000
Acer platanoides, 2-yr., 12 to 18 ins.	\$10.00	\$ 80.00
Acer saccharum, 2-yr., 12 to 18 ins.	12.00	100.00
Albizia jul. rosea, 1-yr., 12 to 15 ins.	10.00	75.00
Cercis canadensis, 1-yr., 12 to 18 ins.	10.00	75.00
Cercis chinensis, 1-yr., 6 to 9 ins.	7.50	50.00
Cornus florida, 1-yr., 12 to 18 ins.	7.00	50.00
Cornus florida, 1-yr., 9 to 12 ins.	6.00	40.00
Crataegus intricata, 1-yr., 9 to 12 ins.	10.00	75.00
Crataegus mollis, 1-yr., 9 to 12 ins.	10.00	75.00
Enkianthus campanulatus, 2-yr., 12 to 18 ins.	12.00	100.00
Enkianthus campanulatus, 2-yr., 9 to 12 ins.	10.00	80.00
Ginkgo biloba, 1-yr., 3 to 6 ins.	10.00	80.00
Gleditsia tria. inermis, 1-yr., 12 to 15 ins.	10.00	80.00
Gleditsia tria. inermis, 1-yr., 9 to 12 ins.	8.00	60.00
Mahonia aquifolium, 2-yr., 3 to 6 ins.	8.00	60.00
Oxydendrum arboreum, 2-yr., 12 to 18 ins.	12.00	100.00
Oxydendrum arboreum, 2-yr., 9 to 12 ins.	10.00	75.00
Picea excelsa, 2-yr., 3 to 6 ins.	4.00	25.00
Picea glauca, 2-yr., 3 to 6 ins.	4.00	25.00
Pseudotsuga tax. glauca, 2-yr., 3 to 6 ins.	4.00	25.00
Zelkova serrata, 1-yr., 9 to 12 ins.	8.00	60.00
2-YR. TRANSPLANTS		
Albizia jul. rosea, 18 to 24 ins.	17.00	...
Acer rubrum, 9 to 12 ins.	12.00	...
Acer rubrum, 6 to 9 ins.	10.00	...
Acer platanoides, 6 to 9 ins.	10.00	...
Acer dasycarpum, 2 to 3 ft.	15.00	...
Acer dasycarpum, 18 to 24 ins.	12.00	...
Acer saccharum, 6 to 9 ins.	12.00	100.00
Acer saccharum, 4 to 6 ins.	10.00	80.00
Cornus florida, 9 to 12 ins.	10.00	80.00
Cornus florida, 6 to 9 ins.	8.00	65.00
Crataegus mollis, 9 to 12 ins.	12.00	...
Gleditsia tria. inermis, 12 to 15 ins.	12.00	...
Liquidambar styraciflua, 18 to 24 ins.	18.00	160.00
Liquidambar styraciflua, 12 to 18 ins.	15.00	130.00
Liquidambar styraciflua, 9 to 12 ins.	10.00	85.00
Magnolia kobus, 9 to 12 ins.	12.00	100.00
Magnolia kobus, 6 to 9 ins.	10.00	80.00
Phellodendron amurense, 6 to 9 ins.	10.00	80.00
Zelkova serrata, 12 to 15 ins.	12.00	...
3-YR. TRANSPLANTS		
Mahonia japonica, 6 to 9 ins.	20.00	...
TREES, 6 TO 8 FT., BRANCHED		
Platanus orientalis, 6 to 8 ft., branched	225.00	2000.00
Liquidambar styraciflua, 6 to 8 ft., branched	300.00	...

BLOODGOOD NURSERIES

Doylestown, Pa.

LINING-OUT STOCK

BLOODGOOD, strong 2-yr. grafts	EACH	100	1000
OSSI BENI, strong 2-yr. grafts	1.50	...	...
Cedrus atlantica glauca, 1-yr. grafts	1.00	...	...
Cornus elegantissima, 2-yr. florida rubra, 2-yr. grafts	.25	...	...
Cotoneaster divaricata, 1-yr. seedlings, 6 to 10 ins.	.10	.09	...
Euonymus alatus compactus, 2-yr., T, 9 to 12 ins.	.30	.25	...
3-yr., T, 12 to 18 ins., branched, suitable for mail order.	.45	.40	...
Fagus sylvatica asplenifolia, 2-yr. grafts	2.00	...	...
pendula, 2-yr. grafts	1.75	...	...
riveris, 2-yr. grafts	1.75	...	...
Laburnum vossii, 1-yr. seedlings	.15	.12½	...
Magnolia soulangeana, 1-yr., T, cuttings	.50	.45	...
2-yr., T, cuttings	.75	...	...
Picea pungens glauca, 4-yr., T.	.25	.20	...
Rhododendron wilsoni, 2-yr., T.	1.25	1.00	...
Rhus cotinus ROYAL PURPLE, 1-yr. grafts, bedded	.75	.60	...
Thuja nigra, 2-yr., T.	.40	.35	...
orientalis aurea nana, strong 2-yr., T, cuttings	.50	.45	...
Viburnum carlesii, 2-yr. seedlings, 4 to 6 ins.	.15	.12½	...
3-yr. seedlings, 12 to 18 ins.	.40	.35	...
setigerum, 1-yr. seedlings, 8 to 12 ins.	.12	.10	...
wrightii, 2-yr. seedlings, 15 to 18 ins.	.15	.12	...
Weigela vaniceki, 1-yr., SW, cuttings	.25	.20	...
WHERE QUALITY EXCELS. No charge for packing.			
C. HOOGENDOORN			
408 Turner Rd. Newport, R. I.			

Small Ads Do Great Things in the American Nurseryman Classified Section.

LINING-OUT STOCK

Per 100 Per 1000

Acer platanoides, 2-yr., T, FR	12 to 18 ins.	\$15.00	\$120.00
Azalea mollis, seedlings, mixed	4 to 6 ins., T, beds	25.00	200.00
Euonymus vegetus, 2-yr., T, FR, 6 to 9 ins.	.....	35.00	300.00
Fagus sylvatica, grafting size, 2-yr., T, FR, 6 to 9 ins.	.....	12.00	100.00
Fagus sylvatica, 4-yr., TT, FR, 12 to 18 ins.	.....	40.00	350.00
Fagus sylvatica, 4-yr., TT, FR, 2 to 3 ft.	.....	50.00	450.00
Ginkgo biloba, 1-yr., seedlings, 4 to 6 ins.	.....	7.50	70.00
Ginkgo biloba, 2-yr., T, FR, 6 to 10 ins.	.....	18.00	170.00
Ilex aquifolium (Eng. Holly), 2-yr., T, beds, 18 to 24 ins., staked	.....	75.00	650.00
Pieris japonica, 1-yr., T, beds	.....	15.00	100.00
Pieris japonica, 2-yr., T, beds	.....	35.00	300.00
Pieris japonica, 2-yr., T, beds	.....	45.00	400.00
Pieris japonica, PINK, 3-yr., T, beds	.....	55.00	500.00
Quercus palustris, 2-yr., T, FR, 12 to 18 ins.	.....	20.00	150.00
Quercus palustris, 3-yr., TT, FR, 3 to 4 ft.	.....	50.00	450.00
Taxus cusp. upright, 2-yr., seedlings (over 5000, \$70.00 per 1000)	.....	10.00	90.00
Taxus cusp. upright, 3-yr., seedlings	.....	15.00	120.00
Taxus cusp. upright, 3-yr., T, beds	.....	20.00	150.00
Taxus cusp. upright, 2-yr., TT, FR, 9 to 12 ins., heavy	.....	40.00	350.00
Taxus densiformis, 2-yr., T, beds	.....	30.00	250.00
Taxus densiformis, 3-yr., T, beds	.....	45.00	400.00
Taxus densiformis, 4-yr., TT, FR, 6 to 9 ins., heavy	.....	60.00	550.00
Taxus densiformis, 5-yr., TT, FR, 9 to 12 ins., heavy	.....	75.00	700.00
Taxus hatfieldi, 2-yr., T, beds	.....	30.00	250.00
Taxus hatfieldi, 3-yr., T, beds	.....	45.00	400.00
Taxus hatfieldi, 4-yr., TT, FR, 6 to 9 ins., heavy	.....	60.00	550.00
Taxus hatfieldi, 5-yr., TT, FR, 9 to 12 ins., heavy	.....	75.00	700.00
Tilia cordata, 1-yr., seedlings, 6 to 12 ins.	.....	10.00	90.00
Tilia cordata, 3-yr., T, FR, 3 to 4 ft.	.....	50.00	450.00
Tilia cordata, 3-yr., T, FR, 2 to 3 ft.	.....	35.00	300.00
Zelkova serrata, 1-yr., seedlings, 9 to 12 ins.	.....	7.50	60.00
Zelkova serrata, 2-yr., FR, 3 to 4 ft.	.....	10.00	80.00
Zelkova serrata, 2-yr., T, FR, 15 to 18 ins.	.....	18.00	150.00
(Zelkova, substitute for American Elm, not subject to Dutch Elm disease.)			
T — once transplanted; TT — twice transplanted; FR — field row.			

BOULEVARD NURSERIES, INC.
Newport, R. I.
Phone VI 6-1263

ROOTED CUTTINGS

Per 100

	Per 100
Taxus andersoni, 7 to 8 ins.....	\$10.00
browni, 7 to 8 ins.....	10.00
cuspidata, 7 to 8 ins.....	7.00
densiformis, 7 to 8 ins.....	10.00
hunnelliana, 7 to 8 ins.....	9.00
hicksi, 7 to 8 ins.....	8.00
hatfieldi, 6 to 8 ins.....	9.00
intermedia, 6 to 8 ins.....	9.00
cuspidata cap., tips, 7 to 8 ins.....	12.00
Thuja boothi, 6 to 8 ins.....	8.00
hoveyi, 6 to 8 ins.....	8.00
nigra (Am. dark green), 6 to 8 ins.....	8.00
pyramidalis, 6 to 8 ins.....	8.00
spiralis, 6 to 8 ins.....	10.00
woodwardi globe, 6 to 8 ins.....	8.00
Ilex convexa, 4 to 6 ins.....	6.00
convexa hetzi, 4 to 6 ins.....	6.00
latifolia, upright, 6 to 8 ins.....	10.00
rotundifolia, 4 to 6 ins.....	6.00
Buxus sempervirens, 6 to 8 ins.....	7.00
Juniper, Andorra, 7 to 8 ins.....	8.00
Juniperus glauca hetzi, 7 to 8 ins.....	8.00
pfitzeriana, 7 to 8 ins.....	9.00
sabina, 7 to 8 ins.....	8.00
sabina Von Ehron, 7 to 8 ins.....	8.00
Juniper, Nick's compacta, 6 to 8 ins.....	10.00
Nelson's Blue, 6 to 8 ins.....	10.00
Juniperus suecica, 6 to 8 ins.....	10.00
ramosissima, 6 to 8 ins.....	10.00
Rooted summer 1960, outside frames.....	\$ 5.00
Euonymus vegetus.....	7.00
alatus.....	7.00
alatus compactus.....	7.00
carrierei.....	6.00
Deutzia gracilis.....	8.00
Deutzia lemoinei.....	10.00
Viburnum tomentosum.....	8.00
Pyraeantha lahandi.....	6.00
2 per cent. and free packing, for cash with order.....	

R. D. 2

Grand Rapids 4, Mich.

Berkman's golden Arborvitae, cuttings rooted in soil since spring 1966.

Please see complete list on pages 108-109. Templeton, Phytotektor, Winchester, Tenn.

Taxus, Ilex, broad-leaved Evergreens, etc., in variety. Write for our latest list of liners and finished stock.
Del-Mar-Va Nurseries, Box 3, Lincoln, Del.

LINING-OUT STOCK

Bedded 1-yr. in the open.

Ilex convexa	.....	\$20.00	\$180.00
Ilex rotundifolia	.....	20.00	180.00
Ilex hetzi	.....	20.00	180.00
Juniperus pfitzeriana	.....	20.00	180.00
Juniperus hetzi	.....	20.00	180.00
Taxus andersoni	.....	20.00	175.00
Taxus brevifolia	.....	20.00	175.00
Taxus capitata, cutting-grown	.....	25.00	225.00
Taxus capitata, Adams, cutting-grown	.....	25.00	225.00
Taxus canadensis stricta	.....	16.00	150.00
Taxus cuspidata	.....	17.50	150.00
Taxus hatfieldi	.....	17.50	150.00
Taxus hunnewelliana	.....	17.50	150.00
Taxus hicksii	.....	17.50	150.00
Taxus intermedia	.....	17.50	150.00
Taxus henryi	.....	20.00	175.00
Taxus densiformis	.....	20.00	175.00
Taxus vermeuleni	.....	17.50	150.00
Taxus wardi	.....	17.50	150.00
Taxus Moon's columnaris	.....	20.00	175.00
Taxus browni	.....	17.50	150.00
Ilex convexa, 6 to 9 ins.	.....	\$25.00	\$200.00
Ilex rotundifolia, 6 to 9 ins.	.....	25.00	200.00
Ilex hetzi, 6 to 9 ins.	.....	25.00	200.00
Taxus Adams col., 12 to 15 ins.	.....	50.00	450.00
Taxus Moon's col., 8 to 12 ins.	.....	30.00	250.00
Taxus cuspidata, 6 to 9 ins.	.....	30.00	250.00
Taxus hatfieldi, 6 to 9 ins.	.....	30.00	250.00
Taxus cuspidata comp., 6 to 9 ins.	.....	30.00	250.00
Taxus hunnewelliana, 6 to 9 ins.	.....	30.00	250.00
Taxus browni, 6 to 9 ins.	.....	30.00	250.00
Taxus intermedia, 6 to 9 ins.	.....	30.00	250.00
TAXUS CAPITATA, SEEDLING-GROWN			
1-yr. seedlings	.....	\$ 6.00	\$ 50.00
2-yr. seedlings	.....	10.00	90.00
3-yr. seedlings	.....	17.50	150.00
4-yr. seedlings, transplanted, 6 to 10 ins.	.....	30.00	250.00
SEEDLINGS			
1-yr., No. 1 grade	.....	\$ 6.00	\$ 50.00
1-yr., No. 2 grade	.....	5.00	40.00
1-yr., No. 3 grade	.....	4.00	30.00
2-yr., No. 1 grade	.....	12.50	100.00
2-yr., No. 2 grade	.....	10.00	90.00
2-yr., No. 3 grade	.....	8.00	75.00

Special prices on large quantities.

Full list on request.

VERKADE'S NURSERIES, WAYNE, N. J.

POT-GROWN GRAFTS

All our understocks are started up during the spring, grown in frames in pots all summer and grafted the following winter, ensuring the best root system to be grown and assures minimum losses.

*Acer palmatum atropurpureum	.....	Per 100
*Carpinus betulus fastigiata	.....	60.00
Cedrus atlantica glauca	.....	75.00
Cedrus atlantica aurea	.....	100.00
*Cornus florida rubra	.....	50.00
*Cornus florida rubra Prosser	.....	65.00
*Cornus florida pendula	.....	60.00
*Cornus florida plena	.....	60.00
*Cornus florida welchii var.	.....	65.00
*Cornus kousa chinensis	.....	60.00
*Cornus kousa speciosa	.....	60.00
*Hamamelis mollis	.....	50.00
*Hamamelis brevipedata	.....	100.00
Fagus sylvatica Tricolor	.....	75.00
*Fagus sylvatica riveris	.....	60.00
*Fagus sylvatica pendula	.....	60.00
*Fagus sylvatica heterophylla	.....	60.00
*Fagus sylvatica fastigiata	.....	60.00
*Magnolia stellata	.....	75.00
*Magnolia stellata rubra	.....	75.00
*Magnolia stellata Water Lily	.....	75.00
*Magnolia yulan	.....	55.00
*Magnolia cordata (yellow)	.....	75.00
Picea pung. glauca moerheimi	.....	100.00
Pinus cembra	.....	60.00
Pine, Tanyosho	.....	60.00
*Viburnum carlesii	.....	50.00
Viburnum juddi	.....	50.00
Viburnum burkwoodi	.....	50.00
Viburnum chenaulti	.....	50.00
Varieties marked with a star can be supplied in 1-yr., field-grown bedded plants, at \$15.00 per 100 extra above the pot-grown grafts.		

VERKADE'S NURSERIES, WAYNE, N. J.

ORNAMENTAL LINERS

Heavy rooted, select lining-out stock, dug bare-root, packed in damp moss and delivered to carrier of your choice at no extra charge.

Variety and size	Per 100
Ilex burfordi, 8 to 12 ins., bare-root	\$12.50
Ilex buxifolia, 8 to 12 ins., bare-root	12.50
Ilex bullata, 8 to 12 ins., bare-root	12.50
Ilex halleri, 8 to 12 ins., bare-root	12.50
Ilex rotundifolia, 8 to 12 ins., bare-root	12.50
Ilex vomitoria (dwarf Yaupon), 6 to 8 ins., bare-root	12.50
Magnolia liliflora, 12 to 18 ins., bare-root	30.00
Sasanqua (Camellia) Cleopatra, 8 to 12 ins., bare-root	15.00
Sasanqua (Camellia) Mine-no-yuki, 8 to 12 ins., bare-root	15.00
Cleyera japonica, 8 to 12 ins., bare-root	12.50
Magnolia nigra, 12 to 18 ins., bare-root	30.00
Magnolia soulangeana, 12 to 18 ins., bare-root	30.00

POTTED LINERS

Pyraeantha Victory, 2½-in. pots \$15.00 per 100
FLOWERWOOD NURSERY, INC.
R. 1, Box 130 Mobile, Ala.

ROOTED CUTTINGS

Berckmans' Arborv. Chamaecyparis allumii
Spiny Creek Juniper Blue Lawson
Retinispora ericoides Retinispora ericoides
Baker's Arborvitae Podocarpus
Globe Arborvitae Green Pittosporum
Pfitzer Juniper Ilex East Palatka
Ilex burfordii Photinia serrulata
Ilex bullata Photinia glabra
Hetz Juniper

3 to 5 ins., rooted cuttings..\$1.00 \$6.00 \$50.00
Pfitzer Juniper Photinia glabra
Var. Pittosporum

4 to 6 ins.\$1.50 \$8.00 \$75.00
Dwarf Euonymus Viburnum suspensum
Viburnum odorat. Buxus japonica
Buxus harlandi Ilex rotundifolia
Gardenia radicans Gardenia fortunei

4 to 6 ins.\$1.00 \$6.00 \$50.00
3 to 5 ins., rooted cuttings..75 5.00 40.00
Viburnum odorat. Buxus japonica
Photinia serrulata Baker's Arborvitae
Buxus harlandi Ilex burfordii
Globe Arborvitae

6 to 8 ins.\$2.00 \$12.50 \$100.00
Podocarpus Photinia glabra
Ilex rotundifolia Gardenia fortunei
Gardenia radicans Ilex bullata

6 to 8 ins.\$2.00 \$12.50 \$100.00
8 to 12 ins.2.50 15.00 125.00
FLOWERWOOD NURSERY
P. O. Box 206 Cairo, Ga.

SURPLUS LINING-OUT SHRUBS

1-yr. from hardwood cuttings, top grade. Each
50 Cornus elegantissima\$0.12
300 Cornus sibirica06
300 Cornus lutea08
300 Forsythia Lynwood Gold06
300 Forsythia Spring Glory08
500 Privet, Lodense08
1000 Privet, Golden Vicary08
1000 Privet, Polish04
500 Privet, California, grft. grade06
500 Privet, English pyramidal06
250 Philadelphus Snowflake08
250 Philadelphus coronarius06
200 Pussy Willows08
200 Lonicera fragrantissima06
250 Spiraea Anthony Waterer08
300 Symphoricarpos chenaulti06
200 Weigela rosea06
200 Persian Lilac10
50 Ellen Wilmott Lilac, 1-yr. graft.20
50 Michel Buchner Lilac, 1-yr. graft.20
200 Bollena Poplar, 2 to 3 ft.15

Tied in bundles of 25.
Cash with order, free packing.
HENRY NURSERIES, HENRY, ILL.

LINING-OUT STOCK

Per 100 Per 1000
Cherry Laurel, 6 to 12 ins.\$ 3.00 \$25.00
Dogwood, white-flowering,
6 to 12 ins. 3.00 20.00
18 to 24 ins. 5.00 40.00

Euonymus, green; rooted
cuttings 3.00 25.00
Live Oak, 6 to 12 ins. 3.00 25.00
12 to 18 ins. 4.00 35.00
Water Oak, 12 to 18 ins. 4.00 35.00
Magnolia grand., 3 to 5 ins. 4.00 30.00
4 to 8 ins. 5.00 45.00
12 to 24 ins. 10.00 90.00

Variegated Pittosporum,
rooted cuttings, 2-yr. 6.00 50.00
Yaupon Holly, 4 to 8 ins. 3.00 25.00
Wax Ligustrum, transplants 4.00 35.00
Slash Pine, 12 to 18 ins. 3.00 20.00
Mimosas, 6 to 18 ins. 3.00 20.00
Gardenias, fortunei, Mystery,
radicans, stricta nana,
rooted cuttings 3.00 25.00
L. H. BUTTER NURSERY
Forest Hills, La.

ROOTED CUTTINGS, OPEN BEDS

Ilex rotundifolia, 2-yr. 100 1000
8 to 12 ins.\$11.00 \$100.00
1-yr., 4 to 6 ins. 6.00 50.00
Abelia grandiflora, 1-yr.
6 to 10 ins. 6.00 50.00
Juniper, Hetz gl., 2-yr.,
8 to 14 ins. 15.00 135.00
Ligustrum jap., 2-yr.,
10 to 20 ins. 6.00 50.00
Retinispora ericoides, 2-yr.,
8 to 10 ins. 10.00 80.00

Cash with order, free packing.
No Jap. or White Fringe beetles.
MAIDEN NURSERIES
Box 396 Malden, N. C.

HEAVY LINERS FOR SPRING

Each
Azalea mollis\$0.25
1-yr., TT35
2-yr., TT, br.75
3-yr., TT, wellington grade, budded
Leucothoe catesbaei45
7 to 12 ins.75
Pieris floribunda75
9 to 15 ins., budded75
Pieris japonica45
8 to 12 ins.75
12 to 15 ins.75
Rhododendron hybrid seedlings
9 to 15 ins.15
Ilex hetzi45
9 to 15 ins.45
DUGAN NURSERIES, INC.
Center St. Perry, O.

SURPLUS TREES

Pink Dogwood, 6 to 12 ins.\$0.40 each
Pink Dogwood, 12 to 18 ins.50 each
Pink Dogwood, 18 to 24 ins.75 each
Pink Dogwood, 2 to 3 ft. 1.00 each
(Tied 25 and 10 to a bundle.)

White Dogwood, 18 to 24 ins., br.20 each
White Dogwood, 2 to 3 ft., br.35 each
FLOWERING PEACH TREES, tied 25.
Double red, white and peppermint flower-

ing Peaches, June buds.
6 to 18 ins.\$0.15 each
18 to 24 ins.20 each
2 to 3 ft.25 each
FLOWERING CRAB APPLES, tied 25 and 10.
Bluey, Hopa and Arrow flowering Crab.
6 to 18-in. whips.\$0.15 each
18 to 24-in. whips.20 each
2 to 3 ft. whips.25 each
3 to 4 ft. whips.30 each
Write for other surplus trees and shrubs list.

GLOBE NURSERIES
Box 249 McMinnville, Tenn.

HEAVY 3-YR. TRANSPLANTS.

SHEARED
Taxus browni, 10 to 12 ins.
Taxus cuspidata, 10 to 12 ins.
Taxus densiformis, 10 to 12 ins.
Taxus halleana, 10 to 12 ins.
Taxus henryi, 10 to 12 ins.
Taxus hicksi, 10 to 12 ins.
Taxus Moon's columnaris, 10 to 12 ins.
Taxus Seabian intermedia, 10 to 12 ins.
Taxus hunnewelliana, 10 to 12 ins.
Taxus thayerae, 10 to 12 ins.
Taxus wardi, 10 to 12 ins.
Taxus capitata, 3-yr. seedlings, 6 to 9 ins.
Thuja occidentalis, 3-yr. transp., 8 to 10 ins.,
heavy
Picea excelsa, selected understocks, transp.
Samples upon receipt of postage.

VERKADE'S NURSERIES
New London, Conn.

QUALITY LINERS

Per 100
Mugho Pine (dwarf), 3 to 5 ins., tr.\$15.00
White Pine, 6 to 14 ins., tr. 15.00
Douglas Fir (blue), 5 to 10 ins., tr. 15.00
Colorado Blue Spruce, 5 to 10 ins., tr. 17.50
Koeleuteria nana, 12 to 15 ins. 20.00
Syrax japonica, 12 to 18 ins. 20.00
Canadian Hemlock, 5 to 12 ins., tr. 20.00
Enkianthus camp., 4 to 8 ins., tr. 22.50
Viburnum carlesi, 12 to 15 ins. 22.50
Leucothoe catesbaei, 4 to 8 ins., tr. 25.00

Send for new spring list.
POSSUM HOLLOW NURSERIES
6909 Henley St. Philadelphia 19, Pa.

QUALITY FIELD-ROW TRANSPLANTS

Try some if you want the best.
Per 100 Per 1000
Andorra Juniper, 8 to 10, T.\$15.00 \$125.00
Canadian Hemlock, 10 to 15,
TT 25.00 225.00
Globe Arborvitae woodwardi,
8 to 10, TT 25.00 225.00
Pfitzer Juniper, 10 to 15, TT 30.00 275.00
Pyramidal Arb., 10 to 15, TT 27.50 250.00
Taxus cuspidata (spreading
Yew), 10 to 15, TTT 35.00 300.00
Free packing. Cash with order. 300 at 1000
rate.
WHERRY NURSERIES, ST. MARYS, W. VA.

LINING-OUT STOCK

SEE OUR DISPLAY AD
IN THIS ISSUE
ON PAGE 28.

CARTWRIGHT NURSERIES

Collierville, Tenn.

MAGNOLIAS

MAGNOLIA GRANDIFLORA
2½-in. pots.
8 to 10 ins.12c
10 to 16 ins.16c
16 to 20 ins.18c

12 to 16 ins.20c
20 to 30 ins.25c
30 to 36 ins.30c
B&B stock
2 to 3 ft.\$1.50
3 to 4 ft. 2.00
4 to 5 ft. 3.00
5 to 6 ft. 4.00
6 to 7 ft. 5.25
7 to 8 ft. 6.75

The above liners were grown in the open
and are hardy. The B&B stock will be
wrapped in root proof burlap and string if so
desired. Plants root pruned.
BIG RIVER NURSERY, DUNDEE, MISS.
Phone 572-R4, Tunica, Miss.

STRONG LINING-OUT STOCK

75,000 Ilex burfordii, 3 to 4 ins.4c
75,000 Ilex rotundifolia, 3 to 4 ins.4c
50,000 Ligustrum lucidum, 3-in.2½c
20,000 Abelia grandiflora, 6 to 12 ins.5c
25,000 Pfitzer Juniper, 4 to 6 ins.6c
6,000 Euonymus coloratus, 3 to 4 ins.4c
E. F. DUBOSE NURSERY
Huntsville, Ala.

ORIENTAL MAGNOLIAS

We cold store various varieties of well-
branched and heavily budded Magnolias of
the finest quality. We also offer top-quality
Ilex, sheared and heavy in growth.
Write for wholesale price list.

SHADY PARK NURSERY

R. R. 3 Columbia City, Ind.

MAGNOLIAS

Each, 100
Alexandrina, 2-yr., T cuttings,\$0.75
18 to 24 ins.\$0.30
Soulangeana, 1-yr., T cuttings,50
2-yr., T cuttings, 18 to 24 ins.75
WHERE QUALITY EXCELS. NO CHARGE
FOR PACKING.

C. HOOGENDOORN, NURSEYMAN
408 Turner Rd. Newport, R. I.

MAPLES

JAPANESE RED MAPLES
(Acer palmatum atropurpureum)
Carefully selected. Finest red only.
For spring 1961.

2-yr. transplants ready for field planting.
250 or
LIGHTER GRADE Each, 100 more
2-yr., light branched, 8 to 10 ins.\$0.33 \$0.30
2-yr., light branched, 10 to 12 ins.35
2-yr., light branched, 12 to 15 ins.45 .42
HEAVY GRADE
2-yr., nicely branched, 8 to 10 ins.40 .38
2-yr., nicely branched, 10 to 12 ins.48 .45
2-yr., nicely branched, 12 to 15 ins.55 .50
Large enough for 6-in. pot for immediate
resale. From well-spaced open beds. Extra
nice.
3-yr., well-branched, 12 to 15 ins.\$0.80 \$0.75
3-yr., well-branched, 15 to 18 ins.95 .90
3-yr., well-branched, 18 to 21 ins. 1.15 1.10
Extra heavy from field rows
4-yr., bushy, 10 to 15 ins. 1.10 1.05
5-yr., bushy, 12 to 15 ins. 1.40 1.30
Shipped dormant. Packed in sphagnum.
Early spring.
20 per cent deposit on all orders.
balance before delivery or C.O.D.
HUBBS NURSERIES
512 Route 130 Riverton, N. J.
Specializing in Jap. Red Maples 15 years.

SUGAR MAPLE WHIPS

6 to 8 ft., slightly branched,
\$50.00 per 100,
\$450.00 per 1000.
SUGAR MAPLE
BRANCHED, 7 to 10 ft.,
\$80.00 per 100.

HAROLD GASKILL, NEWFANE, N. Y.

MAPLES

COLLECTED ACER
RUBRUM AND SACCHARUM
from whips to 4-in. caliper.
CURTIS NURSERIES, INC.
Callicoon, N. Y.

Acers, saccharum and rubrum 100 1000
1 to 1½-in. cal.\$120.00 \$1000.00
1½ to 2 -in. cal. 240.00 2200.00
2 to 2½-in. cal. 500.00 4500.00
R. H. Rogers Nursery, Cooperstown, N. Y.

Acers, saccharum and rubrum
2 to 2½-in. cal., B&B\$12.00 each
3 to 3½-in. cal., B&B 24.00 each
4 to 4½-in. cal., B&B 50.00 each
R. H. Rogers Nursery, Cooperstown, N. Y.

PACHYSANDRAS

800,000 PACHYSANDRAS
Hand-selected, field-grown cuttings.
\$35.00 per 1000.
Free packing, check with order.

MARTIN VIETTE NURSERIES

Route 25-A East Norwich, L. I., N. Y.
Phones, Wells 1-2372 or PErshing 1-6255

PACHYSANDRAS

Shipped now or reserved for you.
Foliage fed. Greenhouse grown.
Rooted in clean, white, silica sand.
\$35.00 per 1000.
THE JOSEPH F. MARTIN CO.
Painesville, O.

PACHYSANDRAS

1-yr.-old, frame-grown, well-rooted cut-
tings, \$5.50 per 100, \$42.00 per 1000; \$40.00
per 1000 for 5000 or more. Order now for
immediate delivery.
RUSSELL GUTHRIE
123 Franklin St. Tarrytown, N. Y.

PACHYSANDRA TERMINALIS

Per 100 Per 1000
1-yr., field-grown\$ 5.00 \$ 45.00
3000 or more plants 42.50
2½-in., pot-grown 11.50 105.00
HANSEN BROS. NURSERIES, INC.
Narberth, Pa.

PACHYSANDRAS

Strong rooted cuttings, \$4.25 per 100,
\$40.00 per 1000. NO C.O.D.
DUNWOODIE NURSERIES
6 Smart Ave. Yonkers, N. Y.

PACHYSANDRAS—Continued

Pachysandras, strong plants, grown in soil frames with light shade. First-class stock, \$6.50 per 100, \$53.00 per 1000; \$50.00 per 1000 for 5000 or more, including good packing. Peekskill Nursery, Shrub Oak, N. Y.

PACHYSANDRA TERMINALIS
1-yr., field-grown, \$60.00 per 1000.
HILLCREST GREENHOUSES
Miller Park Franklin, Pa.

Quick — Convenient — Cheap!
Selling through the Classified Ads
of the American Nurseryman.

PEONIES**SURPLUS PEONIES**

	3-5 eyes	2-3 eyes
BARONESS SCHROEDER	70	30
FELIX CROUSE	63	10
FESTIVA MAXIMA	58	33
KARL ROSENFELD	252	
LADY ALEXANDRA DUFF	70	40
L' ETINCELANTE	50	13
MME. DE VERNEVILLE	45	16
MRS. FRANK BEACH	172	48
MARTHA BULLOCK	56	
MONS. JULES ELIE	101	165
NIPPON BEAUTY	47	
REINE HORTENSE	47	
SARAH BERNHARDT	45	
SOULANGE	29	
VENUS	109	40

Strong, healthy, cut from young block. 3 to 5-eye, 30c each; 2 to 3-eye, 25c each. Will sell the entire lot for 5c less per plant.
HILLENMEYER NURSERIES
Lexington, Ky.

PEONIES

Adolphe Rousseau, Baroness Schroeder, Duchesse de Nemours, Festiva Maxima, Sarah Bernhardt, Lady Alex. Duff, Marie Le-moine, Mons. Jules Elie, Reine Hortense, 3-yr.-old, whole clumps, not divided, 6 eyes and up, \$75.00 per 100, \$700.00 per 1000; divisions, 3 to 5 eyes, \$40.00 per 100, \$350.00 per 1000.
VERKADE'S NURSERIES, WAYNE, N. J.

GRAFTED TREE PEONIES

Red, white, pink, purple, 1-yr., \$10.00 per 10; 2-yr., \$15.00 per 10; 3-yr., \$25.00 per 10. Yellow, 1-yr., \$3.00 each; 2-yr., \$4.50 each. A yellow Tree Peony for \$15.00 with each \$10.00 purchase; 10 yellows for \$15.00 with each \$50.00 purchase. Free Peony list.
ATHA GARDENS, WEST LIBERTY 6, O.

GRAFTED TREE PEONIES

Red, white, pink, purple and two-tone. 2-yr., \$15.00 per 10, \$125.00 per 100, in balanced assortment, 50 take 100 rate. Pot now for spring sales. Cash with order.
BROOKFIELD GARDENS
Box 88 Brookfield, O.

Surplus Stock
can be easily and quickly turned into
Cash
by listing it in the
American Nurseryman Classified Ads.

PHLOX**PHLOX SUBULATA**

(Creeping Phlox)

Admiration, cameo-pink with white eye
Alba, an excellent pure white
Astro, deep orchid-rose
Atropurpurea, rich wine-red
Blue Hills, attractive medium blue
Butterfly, lilac bluish, showy purple eye
Crimson Beauty, brilliant cyclamen-red
Dixie Brilliant, large red, slow grower
Red Wing, finest large flowering red
Sensation, bright pink with red eye
Transplants, \$9.50 per 100, \$90.00 per 1000.
Liners, \$5.00 per 100, \$45.00 per 1000.
250 or more of same variety at 1000 rate.
Prices are prepaid, we pay transportation.
Terms: Cash with order.
TANGLEWOOD FARM
P. O. Box 336-N Phone 1060 Clinton, S. C.
CREeping PHLOX (SUBULATA)
and **TALL HARDY PHLOX**
Well-developed, field-grown, best varieties.
Also 500 other popular perennials.
Available any time
for your best use and profit.
From cold storage for winter and early
spring delivery.
ORDER EARLY
WELLER NURSERIES CO.
P. O. Box 1111 Holland, Mich.

PHLOX SUBULATA

Our field-grown creeping Phlox have proved to be money-makers for thousands of happy customers throughout the nation. 20 varieties available, at \$14.00 per 100, 250 or more of 1 variety at 12c per plant. Write for our new colorful wholesale catalog today.
WALTERS GARDENS
R. R. 2, Zeeland, Mich.

PHLOX, UPRIGHT AND SUBULATA
Excellent plants for spring 1961. 32 varieties of upright Phlox and 9 varieties of subulata Phlox. All sand-grown.
Write now for list.
RICHARDS GARDENS
Box AN Plainwell, Mich.

PIERIS**ANDROMEDA**
(Pieris japonica)

One of the most beautiful broad-leaved
Evergreens.
Per 100 Per 1000
1 to 2 ins. \$ 6.00 \$ 50.00
2 to 3 ins. 8.00 75.00
4 to 6 ins. 15.00 140.00
6 to 8 ins. 20.00 190.00
300 at 1000 rate. Shipped prepaid to your
nursery.

PLANE VIEW NURSERY
1355 W. Main Rd., Rt. 114 Newport, R. I.

PRIVET

Thousands of Amur River North Privet.
Per 100 Per 1000
18 to 24 ins. \$3.00 \$25.00
2 to 3 ft. 4.00 30.00
3 to 4 ft. 5.00 40.00
Immediate shipment. Satisfaction guaran-
teed. **Robinson Nursery Co., Greenville, Ga.**

CALIFORNIA PRIVET

18 to 24 ins., sheared, very nice,
well-rooted.
HAUBERT NURSERY
Gordonville, Lancaster Co., Pa.

PYRACANTHAS**PYRACANTHAS**

STRONG, HEALTHY 1-YR.-OLD.
EARLY RED
GRABERI
VICTORY
LALANDI
TRUE YELLOW (12 to 18 ins.)
18 to 24 ins., bed-grown, \$15.00 per 100.
COTTAGE HILL NURSERY, LTD.
4000 Japonica Lane Mobile, Ala.

RHODODENDRONS**RHODODENDRONS**

We meet the most EXACTING REQUIRE-
MENTS. The demand has been heavy for our
liners, but we can still take a few more
orders for spring delivery.

AZALEAS

We can supply sizes from **ROOTED CUT-
TINGS** to **LANDSCAPE** and **SPECIMEN**
plants.

We are now propagating the **NEWEST**
CULTIVARS of the **LEADING BREEDERS**.
Also, such **SPECIALTIES** as

The Gold Cup Hybrids**Coral Bells Supreme****Salmon Bells****GLADSGAY GARDENS NURSERY**

6311 Throe Chopt Road
Richmond 26, Va.

NAMED HYBRID RHODODENDRONS

Our special offer to budget customers for
extra profits. Named Hybrid Rhododendrons
in many varieties, 1½-yr.-old, well-branched,
pinched twice and grown in lightweight peat
moss. Ready to sell in a bright, green colored
mache container, 6x7 ins., plus full color
pictures attached to all plants. Ask for de-
tails as to price, varieties, etc.

WEST OREGON NURSERY

3550 N. W. Saltzman Rd. Portland 10, Ore.
Growers and shippers of a complete line
of nursery stock.

RHODODENDRONS

Hardy hybrid seedlings, liners.
Write for prices and sizes.

THE LEVICK NURSERY CO.

R. F. D. 3 Bridgeton, N. J.

For \$4.00

you can offer that surplus in a
classified ad of 10 lines on these
pages—quickly and easily turning
stock into cash.

At 40c PER LINE

you can keep a list of specialty
items before trade buyers through
the selling season at small cost.

Send your copy (count 6 aver-
age words to line) for the March 1
issue to reach us February 10.

Forms for the March 15 issue
will close February 24.

AMERICAN NURSERYMAN

343 S. Dearborn St. CHICAGO 4, ILL

AMERICAN NURSERYMAN**RHODODENDRONS**

Unnamed hybrids of hardy ponticum, ca-
lawiense parentage. Good calliper and fol-
iage for grafting, growing on or over the
counter sales. Firm lightweight ball. Bed-
grown, XX transplants.

6 to 8 ins. 30c
4 to 6 ins. 25c
Minimum order 50 units per lightweight,
frost-proofed crate. State shipping method.
CASH WITH ORDER.

RICHARD RESSEL NURSERIES

R. 1, Box 125A Mullino, Ore.

RHODODENDRON LINERS**Own-root**

Well-established transplants
for field bed planting.

May 1 delivery.

In a wide range of varieties.

\$85.00 per 100.

Packing free, cash with order.

Send for new list.

WELLS NURSERY

Box 141 Red Bank, N. J.

HYBRID RHODODENDRONS

Excellent quality.

for landscaping and garden centers.

PARMENTIER'S ROSES

Byrdot, L. I., N. Y.

Phone Bayport 8-0811.

ROSEBUSHES**EVERBLOOMING MINIATURE ROSES**

World's largest selection, over 60 varieties.
"Money-makers." See them or write for list.
We ship branched own-root, 2½-in. pot size.

*Recommended for forcing Per 10 Per 100

*RED, Spring Hill's choice \$100 \$35.00

*CUPID, nearly black-crimson. 4.50 40.00

*MIDGET (pat. 446), fine rose-red 4.50 40.00

*MON PETIT, cherry-red 4.50 40.00

*OAKINGTON RUBY, favorite red 4.50 40.00

*PRINCE CHARMING, crimson. 5.00 45.00

*PINK FAIRY, lovely soft pink. 4.50 40.00

*BABY BUNTING, cameo-pink. 5.00 45.00

*POMPOUN DE PARIS, pink. 4.50 40.00

*ROULETTI, pink Swiss Alpine. 4.50 40.00

*SIMPLE SIMON, new salmon-pk. 6.00 55.00

*WHITE, Spring Hill's choice. 4.00 35.00

*PIXIE (pat. 408), tiny dbl. white 4.50 40.00

*WHITE FAIRY, best for forcing 4.50 40.00

*PRESUMIDA, orange bicolor. 4.50 40.00

*BABY GOLD STAR (pat. 407). 6.00

*BIGGER FLOWERING MINIATURES

*CAROLYN, sunset orange-red. \$5.50 \$50.00

*CRI-CRI, imported orange 6.00 55.00

*GRANADIN, imported crimson 5.50 50.00

*JACKIE, golden yellow to cream 4.50 40.00

*JULIETTE, vivid crimson 4.50 40.00

*PINK FAIRY, lovely soft pink. 4.50 40.00

*POLKA DOT, finest pure white. 4.50 40.00

*SPRING SONG, rich rose-pink. 5.00 45.00

*THE MARR, terra-cotta red. 5.00 45.00

*SPRING HILL NURSERIES CO.

300 acres of nursery stock. Visit us! Write!

Dept. AN-F-60 F.O.B. Tipp City, O.

ROSEBUSHES

We grow our own Rosebushes and have
over 120 varieties (patent and standard, OLD
and NEW) to choose from. Our Rosebushes
are grown 2 yrs. in the field under the expert
supervision of one of the world's leading
plant pathologists, using the Manzanita-Triton
method of disease control. Our Rosebushes
are clean, healthy and just bursting with
energy. Bare-root BULK Roses are packed
FREE in corrugated Poly-lined boxes. Please
write, wire or telephone for our new variety
and prices lists.

MARTIN'S ROSE NURSERY

P. O. Box 155 Phone WL 9-2191 Arp, Tex.

TREE ROSES

Select No. 1 grade standards. Varieties in-
clude current A. R. S. winners Duet and
Pink Parfait, also Garden Party, Korde
Perfecta, Lavender Girl, Pink Peace as well
as latest introduction Suspense and many
others.

Our bush Rose crop is finest in a decade.
We offer only quality stock at competitive
prices. Write for complete list, then

Buy the best—Buy Klyn's.

GERARD K. KLYN, INC.

In the heart of famous Lake County

Mentor, O.

POLYANTHA ROSES

Completed grade counts show surplus va-
rieties and grades as follows:

	XXX	XX	No. 1½	No. 2
Triomphe Orleanais	X	X	X	X
Motter's Day	X	X	X	X
Margo Koster	X	X	X	X
Dick Koster	X	X	X	X
Pink Koster	X	X	X	X

Catalog and volume prices on request.

GERARD K. KLYN, INC.

In the heart of famous Lake County

Mentor, O.

ROSES

Constant research by the Texas Rose Founda-
tion, Inc., plus our 40 years of experience
in producing and processing Roses, assures
you of the best quality Rose than can be
produced.

Write for bare-root and packaged listings
of over 140 different patented and non-pat-
ented varieties.

L. C. HOUSE & SONS NURSERIES
Dept. 24 Tyler, Tex.

Phone LY 2-2671

PINEST QUALITY ROSES SINCE 1923
Wide selection of non-patent and patent varieties, grown under a consistent and thorough spray program.
Your choice of BARE-ROOT OR PACKAGED ROSES.

Write for list.
VERMAY NURSERY CO.
Dallas Highway Tyler, Tex.
Dept. 11, Phone LY 4-4432

THE SEASON'S BEST DEAL

See for yourself

by sending for our 1960-61 trade list.
WE STILL OFFER YOU A CHOICE OF BARE-ROOT AND PREPACKAGED, PATENT AND STANDARD ROSES.
NEW LONDON ROSES
"The Rose Nursery"
P. O. Box 876 Overton, Tex.

ROSES

Profit-wise nurseries, garden centers and mail-order firms depend on ARP ROSES. Glittering packs to display. Bare-root for container or landscape. All-America Selections. Catalog and wholesale price list.
ARP NURSERY CO.
Box 3338-A Tyler, Tex.

Rosebushes, 130 varieties. Old and new favorites. Many of the hybrid tea varieties were 4 to 6 ft. tall December 9, 1960, when this ad was sent in. Foliage very clean. These Roses will please your customers. Send for our list before you buy.
P. O. Tate Nursery, R. 3, Tyler, Tex.

ROSE STOCK

MULTIFLORA ROSE
Top quality plants for living fences and conservation plantings.

Root-crown caliper	Approximate height	Per 1000
2 to 3 mm.	8 to 15 ins.	\$12.50
3 to 5 mm.	12 to 18 ins.	17.50
4 to 6 mm.	12 to 24 ins.	22.50
5 to 12 mm.	18 to 36 ins.	38.50

UNDERSTOCK. Straight shanked seedlings grown especially for understock. Nemato-free. Expertly graded to suit the most particular.

4 to 6 mm.	\$27.50 per 1000
2 to 4 mm.	17.50 per 1000

The above prices are F.O.B. Griggsville, Ill. nursery. All tops cut back to 10 ins. at shipping unless otherwise requested. Our storage facilities are the best. **ORDER NOW** for spring delivery. 10 per cent discount in lots of 10,000 or over; special quotations on larger quantities. For less than 1000 add 30 per cent. Packing at cost.

FARM LANDSCAPE CO.

Route 3 Urbana, Ill.

MULTIFLORA ROSE

For living fence, conservation and budding understock. Hardy northern grown plants, nematode-free. Our sandy loam produces the finest root system. Our high quality is well known.

Caliper and approximate height	Per 1000
2 to 3 mm., 8 to 15 ins.	\$12.50
3 to 5 mm., 12 to 18 ins.	17.50
3 to 8 mm., 15 to 24 ins.	22.50
4 to 6 mm., budding understock	27.50

Ask for quantity prices. We cut the tops back to about 10 ins. for shipping, unless you state otherwise. Prices are F.O.B. Glen Head. Packing at cost. For less than 1000, add 30 per cent.

BROOKVILLE NURSERIES

Box 53, Northern Blvd., Glen Head, L.I., N.Y.

THORNY ROSA MULTIFLORA

Straight shanked seedlings graded for understock.

6 to 8 mm.	\$35.00 per 1000
4 to 6 mm.	27.50 per 1000
2 to 3 mm.	12.50 per 1000

Small conservation 12.50 per 1000
No packing charge. F.O.B. Milford, Del.
Tops cut back to about 16 ins. Special quotations on larger amounts.

DANDYGER'S HI-WAY NURSERY, INC.

P. O. Box 336 Milford, Del.

SEEDS

Junipers, clean seed: Virginiana (Platt), \$3.00 per lb.; scopulorum (Colorado), \$3.00 per lb.
Home Nursery, Cuba, Kan.

SHRUBS AND TREES

EVERGREENS, WHOLESALE

A wide selection of Evergreen seedlings and transplants, also hardwoods, shade trees, ornamentals, shrubs and flowering trees. Our selected seed with good heredity and scientific culture assures healthy trees with heavy roots for rapid growth.

Musser offers quality trees at a price made possible through large quantity production. Our cold storage permits late shipments. No charge for packing and boxing. Ask for complete catalog and wholesale planting lists.

Our ad, which appears on page 30 of this issue, shows a partial list of seedlings and transplants.

MUSSER FORESTS

Box 16-BB Indiana, Pa.

ROOTED CUTTINGS, 1-YR. BEDDED

Per 100 Per 1000

Buxus sempervirens, 4 to 6 ins. \$10.00 \$ 90.00

Chamaecyparis cyano viridis, 4 to 6 ins. 12.00 100.00

Chamaecyparis lutescens, 4 to 6 ins. 10.00 90.00

Ilex bullata, 4 to 6 ins. 10.00 90.00

Ilex crenata, 4 to 6 ins. 12.00 90.00

Juniper, Andorra, 4 to 8 ins. 12.00 100.00

Juniperus hibernica, 4 to 6 ins. 12.00 100.00

Juniperus hetzi, 4 to 6 ins. 12.00 100.00

Juniper, Pfitzer, 4 to 6 ins. 12.00 100.00

Juniperus stricta, 4 to 6 ins. 12.00 100.00

Juniperus communis aurea, 4 to 6 ins. 12.00 100.00

Pachysandras, 4 to 8 ins. 4.00 35.00

Pieris japonica, 4 to 8 ins. 12.00 100.00

Pyracantha lalandi, 4 to 8 ins. 10.00 90.00

Pyracantha lalandi, 4 to 8 ins. 12.00 100.00

Retinispora plumosa aurea, 6 to 8 ins. 10.00 90.00

Retinispora plumosa, 6 to 8 ins. 10.00 90.00

Taxus brevifolia, 4 to 6 ins. 10.00 100.00

Taxus browni, 4 to 6 ins. 12.00 100.00

Taxus brevifolia, 4 to 6 ins. 10.00 100.00

Taxus capitata, tips, 6 to 8 ins. 15.00 125.00

Taxus cuspidata, 4 to 6 ins. 12.00 100.00

Taxus cuspidata F&F compacta, 4 to 6 ins. 15.00 125.00

Taxus densiformis, 4 to 6 ins. 15.00 125.00

Taxus canadensis stricta, 4 to 6 ins. 12.00 100.00

Taxus hatfieldi, 4 to 6 ins. 12.00 100.00

Taxus henryi, 4 to 6 ins. 15.00 125.00

Taxus hicksi, 4 to 6 ins. 12.00 100.00

Taxus intermedia, 4 to 6 ins. 12.00 100.00

Taxus Moon's columnaris, 4 to 6 ins. 12.00 100.00

Taxus repandens, 4 to 6 ins. 12.00 100.00

Taxus Vermeulen, 4 to 6 ins. 12.00 100.00

English Ivy, 4 to 6 ins. 4.00 35.00

Thuja globosa, 5 to 8 ins. 12.00 100.00

Thuja pyramidalis, 4 to 6 ins. 10.00 90.00

Thuja nigra, 5 to 8 ins. 10.00 90.00

1-YR. SEEDLINGS

Acer palmatum, 4 to 6 ins. 6.00 50.00

Black Locust (Robinia pseudoacacia), 12 to 18 ins. 6.00 50.00

Taxus capitata, 3 ins. 4.00 30.00

Chinese Chestnut, 12 to 18 ins. 10.00 80.00

Taxus capitata, 4 to 6 ins. 7.00 60.00

(in large quantity \$50.00 per 1000)

Taxus capitata, 6 to 10 ins. 10.00 90.00

(3-yr. seedlings) 10.00 90.00

(in large quantity \$75.00 per 1000)

ROOTED CUTTINGS, 2-YR. BEDDED

Per 100 Per 1000

Juniperus hetzi, 8 to 12 ins. \$20.00 \$190.00

Retinispora plisera aurea, 8 to 12 ins. 20.00 190.00

Retinispora plumosa aurea, 8 to 12 ins. 20.00 190.00

Retinispora plumosa, 8 to 12 ins. 20.00 190.00

Pieris japonica, 8 to 10 ins. 20.00 190.00

Taxus cuspidata, 6 to 8 ins. 20.00 150.00

Taxus cuspidata F&F compacta, 6 to 8 ins. 25.00 200.00

Taxus intermedia, 6 to 8 ins. 20.00 150.00

Taxus browni, 6 to 8 ins. 20.00 150.00

Taxus hicksi, 6 to 8 ins. 20.00 150.00

Taxus brevifolia, 6 to 8 ins. 20.00 150.00

Ilex bullata, 6 to 8 ins. 15.00 150.00

4-YR. TRANSPLANTS

Leucothoe catesbaei, 10 to 14 ins. 35.00 80.00

Picea engelmannii, 8 to 10 ins. 8.00 70.00

Picea excelsa, 6 to 12 ins. 12.00 100.00

Picea pungens glauca, 6 to 10 ins. 12.00 100.00

Pinus mughus Tyrolean, 4 to 6 ins. 20.00 100.00

Thuja occidentalis, 8 to 12 ins. 12.00 100.00

Tsuga canadensis, 5 to 8 ins. 10.00 90.00

Tsuga canadensis, 8 to 10 ins. 15.00 140.00

Tsuga canadensis, 10 to 12 ins. 20.00 190.00

5-YR. TRANSPLANTS

Douglas Fir, 12 to 18 ins. 80.00 800.00

Concolor Fir, 10 to 14 ins. 15.00 130.00

Tsuga canadensis, 12 to 15 ins. 30.00 250.00

Picea pungens glauca, 12 to 15 ins. 30.00 250.00

Picea (White Spruce), 12 to 18 ins. 20.00 140.00

Picea excelsa, 12 to 18 ins. 10.00 80.00

Picea excelsa, 12 to 18 ins. 10.00 80.00

POT-GROWN GRAFTS

Acer palmatum atropurpureum, \$ 65.00

Fagus sylvatica riversi, 60.00

Magnolia stellata, 60.00

Magnolia Water Lily, 60.00

Picea moerhousii, 100.00

Picea pungens glauca hoopsii, 100.00

Picea kosteriana, 125.00

Pinus cembra, 60.00

VAN DINE NURSERY

Berdan Ave. Wayne, N. J.

TREES TREES

Maples, Pin, Red and Live Oaks, Willows, Birches, Crab Apples. Order your large sizes of B&B trees now so we can select them before they are picked over and dig them during the winter months when we can devote the amount of time to do the job just right.

Burlap is treated and balls are protected in sawdust until you want delivery in late winter or spring.

Send for wholesale list showing varieties and reasonable prices for quality trees, shrubs, Evergreen, Azaleas.

THE TANKARD NURSERIES, Exmore, Va.

EVERGREENS

Each, 100 1000

Arborvitae, American, 15 to 18 ins. \$0.90 \$0.80

18 to 24 ins. B&B 2.25 2.00

2 to 3 ft., B&B 2.75 2.45

3 to 4 ft., B&B 3.70 3.30

4 to 5 ft., B&B 4.10 3.70

Arborvitae, globe, 3-yr. .45 .40

8 to 10 ins. .80 .70

10 to 15 ins. 1.00 .90

Arborvitae pyramidal, 2-yr. .35 .30

3 to 4 ft., B&B 3.60 3.25

4 to 5 ft., B&B 4.10 3.60

5 to 6 ft., B&B 4.60 4.15

Juniperus, canari, 12 to 14 ins., T. 1.30

15 to 18 ins., T. 1.80

fastigiata, 3 to 4 ft., B&B 2.85

4 to 5 ft., B&B 3.35

hetzi, 2-yr. .35

3-yr., 10 to 12 ins. .45

4-yr., 10 to 12 ins., 1 gal. can 1.10

15 to 18 ins. 1.20

pfitzeriana, 2-yr. .35 .30

3-yr., 10 to 12 ins. .90 .40

12 to 15 ins. .90 .80

18 to 24 ins. B&B 3.00 2.70

2 to 3 ft., B&B 3.50 3.15

3 to 4 ft., B&B 4.00 3.60

pfitzeriana compacta, 2-yr. .35 .30

12 to 15 ins. .90

Savin, V. E., 3-yr. .45 .40

12 to 15 ins. .90

Taxus, cuspidata, 3-yr. .45 .40

10 to 15 ins., 6-yr. 1.05 .95

browni, 3-yr. .45 .40

capitata, 5-yr., 10 to 15 ins. .90 .80

hicksi, 2-yr. .35 .30

3-yr. .45 .40

10 to 15 ins., 5-yr. .90 .80

Euonymus, radicans erectus, 10 to 15 ins. .35 .30

15 to 18 ins. .75 .65

alatus, 18 to 24 ins. .90

ORNAMENTAL TREES AND SHRUBS

Mountain Ash, 4 to 5 ft., T. \$0.40 \$0.35

5 to 6 ft., T. .50 .45

Flowering Almond, 2 ft. .95 .85

Forsythia, 4 to 5 ft. .95 .85

Japonica, 12 to 15 ins. .50

Philadelphus virginialis, 15 to 18 ins. .30 .25

4 to 5 ft. .80

Spiraea vanhouttei, 18 to 24 ins. .40 .35

SHADE TREES

Each, 10 100

Birch, European White, single stem, 1 to 1 1/2-in., B&B \$ 7.50 \$ 6.75

2 to 2 1/2-in. 12.50 11.25

3 to 3 1/2-in. 17.50 15.75

multiple, 8 to 10 ft. 13.75 12.50

10 to 15 ft. 16.50 15.00

4 gal. can, 1 to 3 stem, 3 to 5 ft. 2.50 2.25

Chinese Elm, 1/2 to 1-in. .50

1 to 1 1/2-in. 1.50

2 to 2 1/2-in. 2.50

3 to 4-in. 4.00

Maples, Norway, 6 to 8 ft., T. 3.65

Silver, 6 to 8 ft. 1.50

SHRUBS AND TREES—Continued

MAIL ORDER ITEMS		
	EACH, 100	1000
Acer palmatum atropurpureum (dark Red Japanese Maple), selected types, strong 3-yr. grafts, 18 to 24 ins.	\$2.00	...
Buxus sempervirens , true, 2-yr. T (suitable for edging), 8 to 10 ins. ....	.20	\$0.17 1/2
Cornus elegantissima , 2-yr., 2 to 2 1/2 ft. ....	.25	...
Cornus florida rubra (Pink-flowering Dogwood), 18 to 24 ins., 2-yr. grafts ....	.90	.75
Euonymus alatus compactus (dwarf Winged Euonymus), 2-yr. T, 10 to 15 ins. ....	.30	.25
Euonymus alatus compactus (dwarf Winged Euonymus), 3-yr. T, 12 to 18 ins. ....	.45	.40
Fagus sylvatica riversi , 2-yr. grafts, 18 to 24 ins.	1.75	...
Ilex hetzi , 2-yr. T, 8 to 12 ins. ....	.30	.25
Ilex rotundifolia , 2-yr. T, 8 to 12 ins. ....	.30	.25
Magnolia soulangeana , 2-yr. T cuttings, 18 to 24 ins. ....	.75	...
Picea pungens glauca (Colorado Blue Spruce), 4-yr. T, 6 to 9 ins. ....	.25	.20
Rhododendron carolinianum , 3-yr. TT, 6 to 10 ins. ....	.60	...
Rhus cotinus Royal Purple (new dark purple-red leaf Smoke-bush), 1-yr. grafts, bedded ....	.75	.60
Taxus cuspidata , 4-yr. TT, FR., 9 to 12 ins. ....	.60	.50
Taxus densiformis , 4-yr. TT, FR., 9 to 12 ins. ....	.75	.60
Thuja nigra , 2-yr. T, 12 to 15 ins. ....	.40	.35
Thuja orientalis aurea nana , strong 2-yr. T, cuttings, 10 to 12 ins. ....	.50	.45
Viburnum carlesii , 3-yr. seedlings, 12 to 18 ins. ....	.40	.35
Viburnum wrightii , 2-yr. S., 15 to 18 ins. ....	.15	.12
WHERE QUALITY EXCELS NO CHARGE FOR PACKING C. HOOGENDOORN, NURSEYMAN 408 Turner Rd. Newport, R. I.		

EVERGREEN SEEDLINGS

	100	1000
SCOTCH PINE (French or Spanish strain)		
2-yr. seedlings (2-0), 4 to 8 ins.	\$ 5	\$ 25
3-yr. seedlings (3-0), 8 to 16 ins.	8	40
WHITE PINE		
2-yr. seedlings (3-0), 5 to 10 ins.	8	40
4-yr. transplants, grafting size	15	75
MUGHO PINE		
4-yr. seedlings (4-0), 4 to 8 ins.	10	50
4-yr. transplants (3-1), 3 to 5 ins.	15	75
JAPANESE BLACK PINE		
2-yr. seedlings (2-0), 4 to 8 ins.	9	45
3-yr. seedlings (3-0), 8 to 14 ins.	12	60
WHITE SPRUCE		
3-yr. seedlings (3-0), 8 to 14 ins.	8	40
5-yr. transplants, grafting size	20	100
NORWAY SPRUCE		
3-yr. seedlings (3-0), 10 to 18 ins.	9	45
5-yr. transplants, grafting size	25	125
COLORADO BLUE SPRUCE		
2-yr. seedlings (3-0), 6 to 12 ins.	9	45
5-yr. transplants (3-2), 8 to 14 ins.	35	175
CANADIAN HEMLOCK		
3-yr. seedlings (3-0), 8 to 12 ins.	16	80
CONCOLOR FIR		
3-yr. seedlings (3-0), 6 to 12 ins.	8	40
4-yr. seedlings (4-0), 8 to 14 ins.	11	55
4-yr. transplants (3-1), 4 to 8 ins.	16	80
5-yr. transplants (3-2), 8 to 12 ins.	25	125
FRASER FIR		
2-yr. seedlings (2-0), 2 to 4 ins.	8	40
3-yr. seedlings (3-0), 5 to 10 ins.	12	60
BALSAM FIR		
3-yr. seedlings (3-0), 4 to 8 ins.	8	40
4-yr. transplants (3-1), 4 to 8 ins.	15	75
BARBERRIES, GREEN		
2-yr. seedlings (2-0), 6 to 12 ins.	8	40
2-yr. seedlings (2-0), 12 to 18 ins.	10	50
WHITE FLOWERING DOGWOOD		
Seedlings, 4 to 8 ins.	7	35
Seedlings, 12 to 24 ins.	12	60

MUSSEY FORESTS, INC.

Box 16MC Indiana, Pa.

NURSERY STOCK

Good strong plants grown in sterile peat moss and loamy soil. Fine color, fibrous-root system.		
Ilex bullata , 8 to 12-in. cuttings, T, 2-yr., heavy.	\$8.50	\$15.00
Ilex rotundifolia , 8 to 12-in. cuttings, T, 2-yr., heavy.	7.50	12.50
Per 10 Per 100		
Camellia Sasanqua , Pink Snow, 12 to 18 ins.	\$3.50	\$30.00
2-yr., heavy.	4.50	40.00
Camellia Sasanqua Chojiguruma and Maiden's Blush, 12 to 18 ins.	2.50	20.00
2-yr., heavy.	3.50	30.00
Photinia glabra (Red Tip), 18 to 24-in. cuttings, T. ....	...	20.00
Magnolia soulangeana , 18 to 24-in. cuttings, T, 2-yr.	4.50	35.00
Cash with order. Priced F.O.B. Mobile, Ala. Write for complete list.		
RAY DAVIS NURSERIES		
R 1, Box 151	Mobile, Ala.	

SHRUBS AND TREES

	Each, 100	1000
Euonymus alatus		
2 to 3 ft.	\$0.85	\$0.80
3 to 3 1/2 ft.	1.15	1.00
Euonymus alatus compactus		
24 to 30 ins.	1.15	1.00
2 1/2 to 3 ft.	1.50	1.25
Prunus cistena		
2 to 3 ft. ....	.70	.65
3 to 3 1/2 ft. ....	.85	.80
LINING-OUT STOCK		
Arborvitae , Woodward globe		
9 to 12 ins.	\$0.50	\$0.46
12 to 15 ins. ....	.60	.50
Arborvitae , pyramidal		
15 to 18 ins. ....	.50	.40
18 to 24 ins. ....	.60	.50
Juniperus hetzi		
12 to 15 ins. ....	.40	.35
18 to 24 ins. ....	.50	.45
Juniperus pfitzeriana		
9 to 12 ins. ....	.35	.30
15 to 24 ins. ....	.50	.45
Taxus cuspidata		
9 to 12 ins. ....	.45	.40
Taxus hicksi		
6 to 9 ins. ....	.50	.45
Euonymus alatus compactus		
2-yr. T, 9 to 12 ins. ....	.25	.20
FANCHER'S NURSERY, Sturtevant, Wis.		

COTONEASTER ACUTIFOLIA		
	Each, 100	1000
2-yr. transplants		
2000 18 to 24 ins. shrubs	\$0.25	...
4000 2 to 3 ft. shrubs ....	.35	...
3500 3 to 4 ft. shrubs ....	.45	...
1500 2 to 3 ft. hedge ....	.20	...
PRUNUS BESSEYI		
2-yr. transplants, branched.		
230 18 to 24 ins.	\$0.15	...
780 2 to 3 ft. ....	.25	...
1220 3 to 4 ft. ....	.35	...
135 4 to 5 ft. ....	.50	...
PRUNUS PADUS COMMUTATA, May Day Tree		
130 2 to 3 ft.	\$0.30	...
465 3 to 4 ft. ....	.40	...
690 4 to 5 ft. ....	.50	...
PRUNUS TENELLA, Siberian Almond		
2-yr. transplants, branched		
1600 12 to 18 ins.	\$0.20	...
1000 18 to 24 ins. ....	.30	...
SYRINGA VULGARIS , common purple Lilac		
2600 18 to 24 ins. shrubs ....	.20	...
2000 2 to 3 ft. shrubs ....	.30	...
ACER GINNALA , Ginnala Maple		
130 18 to 24 ins. shrubs ....	.30	...
310 2 to 3 ft. shrubs ....	.40	...

This stock is all in storage.
Order now for shipment when wanted.
DYBVIK NURSERY, COLTON, S. D.

QUALITY NURSERY-GROWN STOCK		
	Transplants	Seedlings
Sweet Gum , Liquidambar styraciflua, 24 to 36 ins., \$5.00 per 100, \$75.00 per 1000.		
Pin Oak , (Quercus palustris), 8 to 16 ins.		
Red Oak , (Quercus rubra), 12 to 16 ins.		
Tulip Poplar , (Liriodendron tulipifera), 8 to 16 ins.		
Sugar Maple , (Acer saccharum), 8 to 16 ins.		
Norway Maple , (Acer platanoides), 8 to 16 ins.		
Silver Maple , (Acer saccharinum), 8 to 16 ins.		
Flowering Dogwood , (Cornus florida), 8 to 16 ins.		
Washington Hawthorne , (Crataegus cordata), 8 to 16 ins.		
\$4.00 per 100, \$35.00 per 1000.		
Tied in bundles of 25, 300 or more at 1000 rate. F.O.B. Hamlet, Ind. All plants nursery-grown in our own nursery.		
STANLEY J. HENSLEY Forester-Nurseryman Hamlet, Ind.		

SPECIAL PRICES		
ON RED OAK SEEDLINGS		
	Per 100	Per 1000
2 to 3 ft.	\$15.00	\$125.00
3 to 4 ft.	20.00	175.00
Are you needing large shade trees? Boy! We got 'em! Nursery-grown in 8-ft. rows:		
Pin Oak , 3 to 6-in. caliper		
Sweet Gum , 2 to 5-in. caliper		
Ash , 4 to 6-in. caliper		
American Linden , 3 1/2 to 5-in. caliper		
River Clump Birch , 10 to 12 ft.		
Native trees in River Birch , rubrum Maple, Ash, Pin Oak, Gum, River Clump Birch, Sugar Maple, 1 1/2 to 3-in. caliper		
Write for special prices in quantity lots.		
Daily semi deliveries to Chicago area beginning March 1.		
EGYPTIAN NURSERY & LANDSCAPE CO. Phone 3551 Farina, Ill.		

HEAVY LINERS FROM FIELD BEDS		
	Per 100	Per 1000
Taxus hicksi , 2-yr., 8 to 12 ins.	\$30.00	...
Taxus cuspidata , 2-yr., 8 to 12 ins.	30.00	...
Taxus capitata , 2-yr., 8 to 12 ins.	32.00	...
Taxus brownii , 2-yr., 8 to 12 ins.	35.00	...
Taxus vermiculata , 2-yr., 8 to 12 ins.	20.00	...
Taxus andersonii , 2-yr., 8 to 12 ins.	32.00	...
The above varieties in 3-yr. TT.	45.00	...
The above varieties in 4-yr. TT.	50.00	...
The above varieties in 5-yr. TTT.	65.00	...
STJOHL'S NURSERY 5204 St. Joe Rd. Fort Wayne, Ind.		

Cherry Laurel, Prunus, laurocerasus schipkaensis, zabeliana, and macrophyllum.
Please see complete list on pages 108-109.
Templeton, Phytoktor, Winchester, Tenn.

ORNAMENTAL SHRUBS

Crab Apples, 40 varieties; 1-yr. trees and limited number 3-yr. transplants. Descriptive booklet available.
Thundercloudb Plum, 1-yr. and 3 yrs., 6 to 8 ft.
Winter King Hawthorn, 1-yr. whips and 3-yr. transplants, 6 to 8 ft.
Texas and large plants of Magnolia soulangeana.
SIMPSON ORCHARD CO., INC.
1504 Wheatland Rd. Vincennes, Ind.
Phone TU 2-2441

PIN OAK SEEDLINGS

	Per 100	Per 1000
6 to 12 ins.	\$ 6.00	\$ 55.00
12 to 18 ins.	8.00	75.00
18 to 24 ins.	12.00	100.00
2 to 3 ft.	17.00	140.00
5 to 6 ft.	100.00	...
* 6 to 8 ft.	150.00	...
*Well-branched, straight, food for cash sales.		
LEAVENWORTH NURSERIES L. C. Gatewood, Betty Gatewood 12th and Vilas Leavenworth, Kan.		

DWARF MAHONIA

Jack Mayhan is authority on mountain-grown Mahonia. This is a new variety selection, hardy as Oak. Very compact, dwarf. Ready now. 100,000 plants. All plants U. S. D. A. inspected. Cash in on many years' experience.
2-yr., T, \$20.00 per 100, \$150.00 per 1000.
Few 12 to 15 ins.
5 to 6-yr. finished plants, \$3.00 each.
Cash with order. Full return 5-day privilege.
MATHAN NURSERY, VERADALE, WASH.

SPECIAL NO. 1, 5-YR. TRANSPLANTS		
5 Balsam Fir		
5 Douglas Fir		
5 Hemlock		
5 Blue Spruce		
5 Norway Spruce		
Prepaid parcel post, \$6.00.		
Write for folder listing other specials.		
Specializing in Hemlock transplants.		

HEMLOCK NURSERY		
R. D. 2	Clymer, Pa.	

CHINESE ELM SEEDLINGS		
	Per 100	Per 1000
6 to 12 ins.	\$10.00	\$100.00
12 to 18 ins.	15.00	150.00
18 to 24 ins.	22.50	225.00
2 to 3 ft.	35.00	350.00
RUSSIAN OLIVE SEEDLINGS		
12 to 18 ins.	\$25.00	\$250.00
18 to 24 ins.	37.50	375.00
2 to 3 ft.	55.00	550.00
ROGER & JOSEPH NURSERY 2029 Judson Dr. Manhattan, Kan.		

CLUMP BIRCH, B&B; BURN BACKS
8 stems or more with good white color. Priced F.O.B. nursery. Can deliver at reasonable rates.
6 to 8 ft., \$4.00; 8 to 10 ft., \$6.00;
10 to 12 ft., \$10.00 each.
Lining-out material. Write for prices.

SWINGLE'S NURSERY		
R. D. 2	Phone South Canaan 15-R-61	Lake Ariel, Pa.

RHODODENDRONS
Hybrids in varieties. True Red Jap. Maples, also the new Bloodgood variety. Own-root grown. Liners and finished plants. Our complete list of many items of choice nursery stock is now ready. See our beautifully grown Taxus, Ilex, Azaleas, etc.
GERARD K. KLYN, INC.
Wholesale Nurserymen

Golden Chain (Laburnum vossii), 5 to 6 ft., \$5.00, Scarlet Hawthorne, 6 to 8 ft., \$5.50.
European Mt. Ash, 6 ft., \$5.00. Weeping Cherry, 1 1/2 to 2-in. cal., \$7.00. Schwedler Maple, 6 to 8 ft., \$6.00. Above B&B and well-branched. Bare-root stock: Norway Maple, 12 ft., \$6.00. Pin Oak, 9 ft., \$6.00. Plane Tree, American and London, 12 ft., \$6.00. Open Saturday only during winter or by appointment. Dart Tree Farm, Middle Haddam, Conn.

TRANSPLANTED SHADE TREES Each
Green Ash, 1 1/2 to 1 1/2-in. cal. \$3.00
Silver Maple, 1 1/2 to 2-in. cal. 3.00
Chinese Elm, 1 1/2 to 2-in. cal. 3.00
Thornless Honey Locust, 1 1/2 to 1 1/2-in. cal. 3.00
Sycamore, 1 1/2 to 2-in. cal. 3.00

KINAST NURSERY
On Route 173, 2 miles west of Route 45.
P. O. Box 286 Antioch, Ill.
Phone Antioch 2222

COLLECTED STOCK
CANADIAN HEMLOCK
SUGAR MAPLE, FERNS
BIRCH CLUMPS, FERNS
AND WILDFLOWERS
Send for wholesale list.
LAMPREY RIVER NURSERY
R. F. D. 1 Radford, N. H.

Ginkgo biloba, 6 to 10 ins., seedlings, 8c.
Please see complete list on pages 108-109.
Templeton, Phytoktor, Winchester, Tenn.

If you don't find it listed here try a Want Ad in the next issue of the American Nurseryman.

STRAWBERRIES

PACKAGED STRAWBERRY PLANTS

For your retail trade, packed in polyethylene, 25 plants wrapped in attractive colored picture package, each with complete growing guide.

Blakemore, Dunlap, Robinson, Tenn. Beauty, Aroma, Armore, 20 package crate, \$7.00; 40 package crate, \$14.00. Pocahontas, Surcrop, Dixieland, 20 package crate, \$7.50; 40 package crate, \$15.00. Ozark Beauty and Ogalalla, the very best everbearing, 20 package crate, \$10.00; 40 package crate, \$20.00.

Bulk plants in bundles of 25, packed 1000 plants to crate. Blakemore, Dunlap, Robinson, Tenn. Beauty, Aroma, \$8.00 per 1000. Surcrop, Dixieland, Armore, \$9.00 per 1000. Pocahontas, \$10.00 per 1000.

All plants certified and virus-free. Prompt shipment. Live arrival guaranteed.

SHANK FARMS, GRANBY, MO.

STRAWBERRY PLANTS

Certified and virus-free; choice, well-rooted. Blakemore, Tenn. Beauty, Robinson, Dunlap, Aroma, \$8.00 per 1000. Dixieland, Surcrop, Armore, \$9.00 per 1000. Pocahontas, \$10.00. Everbearing Ozark Beauty and Ogalalla, \$18.00 per 1000. Well-packed in bundles of 25. Prompt shipment. Live arrival guaranteed.

HAMES STRAWBERRY NURSERY
Goodman, Mo.

TAXUS

TAXUS CAPITATA

Upright Japanese Yew, grown from Japanese imported seed. 2-yr. seedlings. Seed sown recently, 75,000 2-yr. seedlings, 1000 10,000 4 to 6 ins. \$75.00 \$600.00 65,000 2-yr. seedlings, 90.00 750.00 6 to 8 ins.

SHADE'S NURSERY

624 Colonial Club Dr. Harrisburg, Pa. Phone Harrisburg KI 5-5417. 5 miles east of Harrisburg on U. S. Route 22. Turn north at Inn. 22, nursery 1 mile north of U. S. Route 22.

TAXUS

Japanese Yew (capitata), from seed. (3-2-3), 10 to 18 ins., T. \$1.00 each. Twice sheared, good color, massive roots. (3-0), 3-yr., S. 4 to 8 ins. \$55.00 per 1000, \$10.00 per 100. (2-0), 2-yr., S. bed run, 2 to 6 ins., \$60.00 per 1000, \$7.50 per 100. Also Pine, Spruce, Fir.

DENTON NURSERY

Route 1 Conneaut, O.

TAXUS

Brevifolia, 2-yr., T. EACH, 100 1000 \$0.40 \$0.35 Brownl, 2-yr., T. 40 .35 Cupidata, 2-yr., T. 40 .35 4-yr., TT, 2-yr., T. 40 .50 Densiformis, 2-yr., T. 45 .40 4-yr., TT, FR. 75 .60 Hatfield, 2-yr., FR. 40 .35 WHERE QUALITY EXCELS. No charge for packing.

C. HOOGENDOORN

408 Turner Rd. Newport, R. I.

SHEARED, FINISHED LANDSCAPE PLANTS

TAXUS CUSPIDATA Each, 100 1000 2 to 2 1/2 ft. \$5.00 \$4.00 2 1/2 to 3 ft. 7.50 6.00

TAXUS INTERMEDIA 2 1/2 to 3 ft. 7.50 6.00

PALOMBO NURSERIES, INC.

131 Freeport Rd. Pittsburgh 15, Pa.

FINISHED STOCK

Taxus, brownl, hicksi and cuspidata. Send for price list and surprise yourself. JOHN G. STROPKEY & SONS NURSERIES 485 Bowhall Rd. Painesville, O.

VIBURNUMS

VIBURNUM CARLESI

Fragrant Mayflower Viburnum. 2-yr. seedlings, 4 to 6 ins., \$15.00 per 100, \$125.00 per 1000; 6 to 8 ins., \$20.00 per 100, \$175.00 per 1000; 8 to 12 ins., \$30.00 per 100, \$250.00 per 1000. 3-yr. seedlings, 12 to 18 ins., \$40.00 per 100, \$350.00 per 1000. WHERE QUALITY EXCELS. No charge for packing.

C. HOOGENDOORN

408 Turner Rd. Newport, R. I.

VIBURNUM CARLESI COMPACTA (NEW) This is a compact form of Viburnum carlesii with dark green leaves and buds up very readily.

Strong 2-yr. grafts, \$125.00 per 100, \$1000.00 per 1000. WHERE QUALITY EXCELS. No charge for packing.

C. HOOGENDOORN

408 Turner Rd. Newport, R. I.

VIBURNUM HYBRIDS

Bitchiense, 18 to 24 ins., 2 to 3 ft. Burkwoodi, 18 to 24 ins., 2 to 3 ft., 3 to 4 ft. Carlesii, 18 to 24 ins., 2 to 3 ft. Chenaulti, 18 to 24 ins., 2 to 3 ft., 3 to 4 ft. Juddi, 18 to 24 ins., 2 to 3 ft. 18 to 24 ins., \$1.50; 2 to 3 ft., \$2.50; 3 to 4 ft., \$3.00.

B&B, ADD 50c.

VERKADE'S NURSERIES

New London, Conn.

VIBURNUM RHYTIDOPHYLLUM

(Leatherleaf)

3 1/2 to 4 ft. \$3.50 each 4 to 5 ft. 4.00 each 5 to 6 ft. 5.00 each

Other items in trade list. Ask for it.

LINDLEY NURSERIES, INC.

Box H Greensboro, N. C.

Viburnum liners, juddi, chenaulti, macrocephalum sterile, rhytidophyllum, rhytidophylloides, tomentosum plicatum and tomentosum plicatum grandiflorum.

Please see complete list on pages 108-109. Templeton, Phytotektor, Winchester, Tenn.

VINES

BALTIC AND ENGLISH IVY

Extra heavy, 2 1/4-in. pots, \$135.00 per 1000. EUONYMUS COLORATUS

Each, 1000

6 to 10-in. transplants.15

1-yr., field25

2-yr., field35

SCARFF'S NURSERY, INC.

New Carlisle, O.

Classified Ads Offer Maximum

Results at Minimum Cost.

SUPPLIES

BURLAP

HOLLAND BURLAP squares, for all needs. PLAIN, ROT-NOT GREEN plastic preserved. HALF MOON CO., Box 27A, Plainfield, N. J.

CANE STAKES

NATURAL BAMBOO STAKES

PER 100 1/2-in. 3/4-in. 5/8-in. 1/2-in. 1-1/4 4 ft. \$2.83 \$3.44 \$4.25 \$5.60 5 ft. 3.60 4.30 5.30 7.00 6 ft. 5.16 6.36 8.40 7 ft. 6.02 7.42 9.80 8 ft. 6.88 8.48 11.20 10 ft. 10.60 14.00 12 ft. 12.72 16.30

Approximate thickness at bottom end. F.O.B. Livonia, La. 2000 up, less 5 per cent; 5000 up, less 10 per cent.

A. C. PATTERSON, FRISCO, LA. FORMERLY OF CENTERTOWN, KY.

CANE STAKES

A complete line of bamboo cane stakes, from 12 ins. to 8 ft. Available from 7 convenient freight-saving shipping points. Write for details to America's largest horticultural bamboo distributor.

McHUTCHISON & CO.

695-N Grand Ave. Ridgefield, N. J. 2505 S. E. 11th Ave. Portland 2, Ore.

BAMBOO CANE STAKES

For greenhouse and nursery purposes. All types and sizes.

Write for prices and quantity discounts. ALEC HENDERSON, INC.

1313 W. Randolph St. Chicago 7, Ill.

OUTDOOR BAMBOO STAKES

All sizes for immediate delivery. Ask for our Nursery Supply List.

HALF MOON CO., Box 27A, Plainfield, N. J.

CONTAINERS

CANS

Egg cans or gallons, by freight car or truckload.

Punched egg cans, 8c, at source of supply.

Punched gallon cans, 4c, at source of supply.

Also California style dipped cans. McGREW BROS. CAN SUPPLY

Box 355 Orrville, O.

Watch Your Results From American Nurseryman Classified Ads.

FERTILIZERS

PETERS SPECIAL

A complete line of soluble and long-life fertilizer formulas specially designed for the commercial grower and manufactured by the Robert B. Peters Co., Inc., the trade's leading commercial soil test laboratory. Drop a card for complete price list and your free brochure, "The Peters System of Soil Fertility Control."

ROBERT B. PETERS CO., INC. 2833 Pennsylvania St. Allentown, Pa.

VINES

Each Boston Ivy, 12 to 18 ins. \$0.30 18 to 24 ins.45 2 to 3 ft.50 Please write for quotations on 100 and 1000 lots.

DUGAN NURSERIES, INC. Center St. Perry, O.

YUCCAS

YUCCA ALOIFOLIA (GLORIOSA)

Large egg can size, \$1.35. Larger caliper and overall size, \$1.75. Minimum quantity 25 plants. Cash only. Other sizes and specimens available. Beautiful field-grown stock. Each plant shipped bare-root in polyethylene bag. Packing charge 5c per plant, F.O.B. ranch. This is a first from the largest Yucca grower. LAWRENCE ROBERTS Ramirez Canyon Malibu, Calif. Phone CRestview 1-8786

WANTED

WANTED, FOR SPRING DELIVERY

Norway Spruce, 10 to 12 ft. Individual character Pines, 10 to 12 ft. Austrian Pines, 10 ft. Douglas Fir, 10 ft. 3 Cottonwood, 1 1/2 to 2 ins. 3 Shingle Oak, 1 1/2 to 3 ins. 3 Black Willow, 1 1/2 to 2 ins. 3 American Chestnut, 1 1/2 to 2 ins. CHAS. F. IRISH CO., INC. 15270-80 E. Eight Mile Rd. Detroit 5, Mich.

FLATS

WHITE CEDAR FLATS

Order by No.	Size	Price per 100	Wt. per
No. 1	14x20x2 3/4-in.	\$27.75	320
No. 2	14x20x3 3/4-in.	32.00	400
No. 3	12x16x2 3/4-in.	21.00	260
No. 4	12x16x3 3/4-in.	24.75	275
No. 5	14x16x2 3/4-in.	23.75	275
No. 6	14x16x3 3/4-in.	28.00	290
No. 7	15x22x2 3/4-in.	31.50	380
No. 8	15x22x3 3/4-in.	35.75	425
No. 9	11 1/4x22x2 3/4-in.	25.75	320
No. 10	11 1/4x22x3 3/4-in.	29.50	400
No. 11	14x16x5-in.	32.75	450
No. 12	5x11x5-in.	16.75	160
No. 13	5x11x5-in.	19.00	215
	Plant boxes, 5 1/2x11 1/4x2 3/4-in.	8.00	60
	Plant boxes, 5x8 1/2x2 3/4-in.	5.50	45

Skeleton flats to carry TEKPAKS and similar growing containers. (Write us for price list.)

All other sizes quoted on request. Bottoms and sides are 3/4-in. thick and ends are 1/2-in. thick. Plant boxes are made of thinner lumber. Your name and address printed, up to 3 lines in black ink, on one or both end pieces at the following rates: \$1.00 setup charge, plus 3/4c per end piece. Shipped K.D. in units of 25. F.O.B. Cook. All shipments by truck unless otherwise specified.

QUANTITY DISCOUNTS
Order totaling \$100.00 to \$200.00, 5 per cent; \$200.00 to \$400.00, 6 per cent; \$400.00 to \$600.00, 7 per cent; \$600.00 to \$800.00, 8 per cent; \$800.00 to \$1000.00, 9 per cent; \$1000.00 and over, 10 per cent.

TERMS: 2 per cent. check with order; 1 per cent 30 days, net 60.
H. C. HILL & SONS, INC.
Phone North 6-3248 Cook, Minn.

CYPRESS FLATS

TOP GRADE FLATS THAT LAST

No.	Size I.S.M.	Per 100	Wt.
1	14x20x2 3/4 ins.	\$25.80	590
2	14x20x3 3/4 ins.	30.00	680
3	12x16x2 3/4 ins.	20.00	440
5	14x16x2 3/4 ins.	22.50	510
7	15x22x2 3/4 ins.	25.50	670
8	15x22x3 3/4 ins.	33.80	780
9	11 1/4x22x2 3/4 ins.	23.50	540

Any size to order. Bottoms and sides 3/4-in. thick; ends 1/2-in. All planed one side. 5 per cent discount on orders for 500 or more. Terms: Cash. Up to 3 lines printing. \$1.00 setup charge plus 1c per end piece. Shipped K.D., units of 25. F.O.B. Williams-ton, N. C., truck.
H. C. HILL & SONS
P. O. Box 747 Williamston, N. C.
Phone SWift 2-4127

CYPRESS FLATS, K. D.
Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure, \$38.00 per 100.

1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bd.
50 pcs. to bundle, 5 ft., \$4.50 per bd.
50 pcs. to bundle, 6 ft., \$5.50 per bd.
Ship same day.
YOHO & HOOKER, YOUNGSTOWN, O.

LABELS

DAHLIA OR TREE LABELS		
	Plain	Painted
3 1/4 x 5 ins., notched, not wired.	\$3.00	\$3.60
3 1/2 x 5 ins., wired (copper)	3.95	4.90
POT LABELS		
4 x 5 ins. (cartons 1000 each)	3.95	4.60
5 x 5 ins. (cartons 1000 each)	4.30	5.10
6 x 5 ins. (cartons 1000 each)	4.70	5.80
GARDEN STAKES		
8 x 5 ins. (cartons 500 each)	\$3.50	\$4.30
10 x 5 ins. (cartons 500 each)	4.20	5.10
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OREGON EDUCATION MEET

[Continued from page 125]

40, has a neutralizing power of 250 per cent. The two last named, however, are difficult to handle.

Mechanical Factor Involved

Another important factor involved in raising the pH is the fineness to which the neutralizing materials are ground, said Dr. Bullock. Whereas a 20 to 30-mesh grind of a given material might raise the pH from 5 to 5.5, the same amount of the same material with a 40 to 50-mesh grind would raise the pH to

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2 1/2 -in., round, 1000 case	14.50	22 lbs.
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4 -in., round tub, 500 case	32.00	33 lbs.
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2 1/4 -in., square, 1000 case	11.75	17 lbs.
2 1/2 -in., square, 1000 case	14.75	22 lbs.
3 -in., square, 1000 case	18.25	35 lbs.
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fairly nonreactive. Some soils resist a change in pH, he said, due to the fact that they give up hydrogen ions slowly and contain a vast reserve of "H" ions.

Lloyd Baron posed the question "What does pH mean to us?" Answering his own question, he said that the better the pH requirement is met, the better will be the crop. There is a wide range in the optimum requirements of various plants. Most plants grow satisfactorily in a pH of about 6, but some do not. Citing examples, he said that pine needs a pH of 4.5 to 5.0 for good

growth; the pH requirement of sweet clover is less narrow, extending from 6.0 to 7.5, and iris grows well in soils with a pH anywhere from 5.0 to 7.5.

It would be a good idea for growers, he said, to group plants being grown according to their pH preferences, matching them as well as possible. He advised growers not to place together those items with widely varying preferences.

Acidity, he said, is not what ruins a crop, but the toxic materials acidity may release, such as excess aluminum. He closed with a few words concerning soil testing to determine pH. Even weed growth is usually an indication of acidity in the soil. Sheep sorrel and plantain, for instance, prefer an acid soil.

Dr. Ticknor demonstrated a soil pH test for the group, using a simple soil test kit. Soil pH adjustment sheets and pH preference sheets for a number of different plants were given those present.

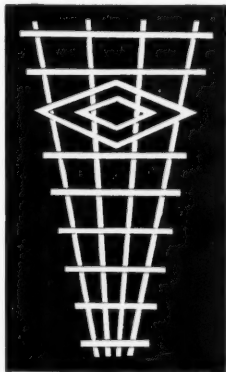
TUCSON NURSERY COURSE

In response to a request by the Tucson Nurserymen's Association, Tucson, Ariz., a seven weeks' course on nurserymen's topics has been scheduled by the division of continuing education of the University of Arizona, Tucson. The first of the series was held Thursday, January 26, and each of the six subsequent meetings will also be held on a Thursday, four weeks in February and two in March. Sessions begin at 7:30 p. m. and continue for a 2-hour period on the university campus.

The subject of the first meeting was "Landscape Designing for Tucson Homes," the speaker being James Hostetter, Hostetter Nursery, Tucson. Other meeting dates, topics and speakers are as follows, all speakers being from the university staff:

February 2, "Landscape Gardening: The Challenge for Nurserymen," by Dr. Leland Burkhart; February 9, "Propagation and Planting," by Steve Fazio; February 16, "Climate Control with Plastic Film Structures," by Dr. William P. Bemis; February 23, "Soils and Their Management," by Dr. Wallace H. Fuller; March 2, "Diseases and Their Control," by Dr. Alice M. Boyle, and March 9, "Insects and Their Control" by Dr. George D. Butler. All lectures will include recent developments in the respective subjects.

The Tucson Nurserymen's Association, sponsoring the event, publicized the course and agreed to recruit at least 20 enrollees (fee, \$10 each), consisting of nurserymen,



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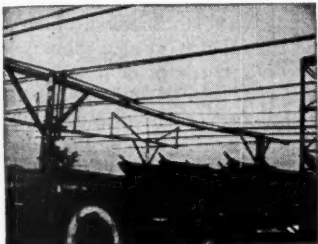
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landscape men and their employees, and suppliers. The arrangements were made by Wilbur Hague, president, Tucson Nurserymen's Association; Samuel S. Britt, assistant to the dean of continuing education; Dr. Darrel S. Metcalfe, director of resident instruction, college of agriculture, and Dr. Leland Burkhart, head, department of horticulture.

This year's course promotion is another example of effective co-operative action by the group. Last year, the Tucson Nurserymen's Association prepared and published a "Tucson Planting Guide," of which about 7,000 copies have been reported sold through member nurseries.

NORTH CAROLINA COURSE

[Continued from page 23]

crimination; creation of a memory content of work one has done or seen in the past; intuition and imagination in presentation of various techniques; application of skill and experience, and a desire and ability to criticize oneself. On the last-named point, Mr. Bell noted that it is much better to look for weak points in a completed job, rather than to look for strong points, if one's work is to improve.

Landscape architecture is the art of arranging land and the objects upon it for human use and enjoyment, according to Mr. Bell. Plant materials are only one part of the composition. Also used in the creation of the landscape are rocks, water features, land forms, brick, wood, gravel, steel and concrete, as well as accurate calculations on grading and drainage.

Mr. Bell indicated that the major design areas outside the house are the approach or entrance area, usually referred to as the public area; the service or work area, including clotheslines, garbage cans, tool sheds, etc., and the outdoor garden or living area, including patio, flower or vegetable garden, children's play areas, etc.

These areas should be designed so that a minimum of maintenance is required. One should use material that will stand the wear and tear of use and still be presentable in future years.

Cutting Maintenance

To establish a good landscape scene with a minimum of maintenance, one must eliminate the following, according to Mr. Bell: Lawns of complex shapes that require hand trimming; large amounts of short-lived plants; long hedges that must be trimmed; flowers, shrubs or trees

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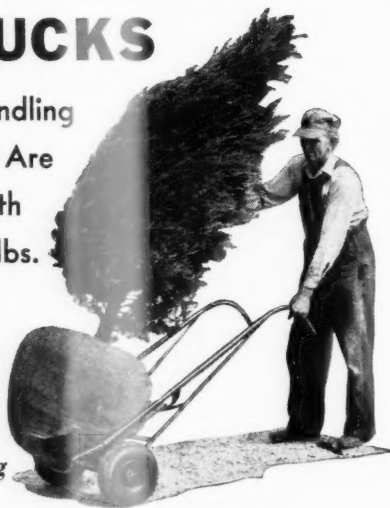
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requiring special soils or protection from weather that is normal to the area, and "scatter-gun" plantings of trees, flower beds and ornaments in the lawn, where they make hand trimming necessary.

Mr. Bell stated that the principles of design in landscape architecture are the same as in any other visual art. Five basic principles of good design that he discussed were simplicity, balance, scale, sequences and focalization.

C. H. Brannon, division of entomology, North Carolina department of agriculture, discussed quarantine problems of interest to nurserymen. He stated that 23 years ago there were only 135 nurseries in North Carolina, but this figure has grown to 866 nurseries and 460 dealers today; therefore, the inspection of nursery plants requires a considerable amount of time.

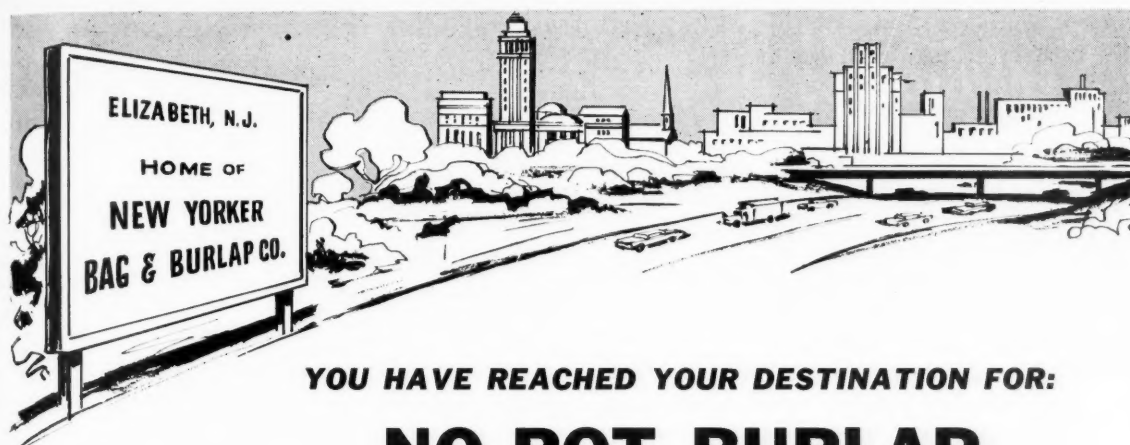
Mr. Brannon indicated that witch weed is the biggest threat to the area's nursery industry today, although only 19 counties in North Carolina and seven counties in South Carolina are involved. While about 100,000 acres of land is infested in North Carolina, witch weed has not been found on any nursery in the state, according to Mr. Brannon. One-half of this infested land is in one county, he said. Although the weed was identified in North Carolina only a few years ago, it probably has been growing there for 25 years.

The white-fringed beetle was once a threat in 25 counties in North Carolina, but there are only five or six counties at present which are affected to any extent. Soybean cyst nematode is a problem from Missouri and Arkansas eastward to the Atlantic, stated Mr. Brannon. Nematodes have become so important that some states are now making regulations to control shipments of plants infested with any nematode species, not just the cyst-forming types, according to information received by the state entomologist's office.

North Carolina Lawns

Lawn grasses for North Carolina was the topic discussed by John Harris, extension horticulturist, North Carolina State College. Selection of a suitable lawn grass depends on adaptability, light requirement, soil and the desires of the homeowner.

Mr. Harris recommended the cool-season grasses for the western section of North Carolina and the warm-season grasses for eastern North Carolina. Of the warm-season grasses, Zoysia and St. Augustine



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perform best in medium to light shade, while the Bermuda hybrids, centipede and carpet grass are best in full sun. All of these grasses are dormant in the winter months and require a dye or an annual sowing of rye grass if a green lawn is desired during that period.

Tall fescue is the most popular and widely used cool-season lawn grass in North Carolina, according to the speaker. Other grasses which could be used in place of tall fescue are Kentucky or Merion bluegrass or red fescue. Red fescue should only be used in shaded locations, however.

Warm-season grasses should be planted in late spring, mowed to a height of one-half inch to one inch and fertilized in spring or summer. Cool-season grasses, on the other hand, should be planted in the fall, mowed to a height of two to three inches and fertilized in the fall.

Mr. Harris completed his discussion by requesting the nurserymen to advise clients to water lawns no more than once a week, applying about one inch of water.

The discussion of Robert L. Johnstone, extension farm management specialist, North Carolina State College, was concerned with ideas on general management problems. He indicated that a manager is a man who makes decisions, whether he be the owner of the business or only in charge of a small facet of the business.

Decisions should always be based on experience, either one's own experience or that of someone else. Records are a good source of information for determining past experiences and should be used as a guide for operating the business, Mr. Johnstone added.

The farm management specialist

pointed to considerations to keep in mind when analyzing a business. One must first determine the items of major expense and then allocate these expenses to the business activities or operations that require them. The next step is to determine which phases of the business produce the major portions of the income. On making these calculations, a nurseryman may find that some aspects of his business are unprofitable. Let your competitor furnish you with these unprofitable items, advised Mr. Johnstone.

During a question and answer period, the speaker told the nurserymen that the public must be educated to recognize quality in nursery plants, and that this is the responsibility of the nurserymen. In answer to a question concerning prices, Mr. Johnstone concluded that, since landscape nurserymen are selling a dif-

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ferent product, they should not try to compete price-wise with mass markets.

Dr. Frank Haasis, professor of plant pathology, N. C. S. C., presented an illustrated lecture on diseases and disorders of boxwood. One of the most serious problems of boxwood culture, coast to coast, is "decline," he said. This is caused by one or more species of nematode but most frequently by meadow and spiral nematodes.

Symptoms of the disease were described as reduced growth and bronzing of foliage, followed by leaf cast and bare branches. Dr. Haasis also illustrated symptoms associated with winter injury, poor drainage, fertilizer burn and deep planting.

Roses in the Landscape

Prof. Glenn Randall, horticulture department, N. C. S. C., discussed culture of roses in the landscape. To have good roses, one must plant high-quality rose plants, those that have at least three well-developed canes and a number of smaller canes, plus a good root system.

Professor Randall indicated the importance of choosing a planting location which will receive sunlight at least half of each day and which has a well-drained soil. Soil tests should then be used as a guide in applying fertilizers to rose soils.

Although he prefers spring planting, Professor Randall indicated that the time of planting is not nearly so important as setting the plants properly. He described the proper method of digging the hole, mounding the soil in the bottom of the hole and covering the roots so as to eliminate air pockets. The speaker added that stems should be pruned to about six inches and then mounded with loose soil to prevent drying until lateral growth starts.

Professor Randall recommends fertilization with an 8-8-8 fertilizer at the rate of two quarts to 100 square feet monthly throughout the growing season. Most rose growers probably stop fertilizing the plants too early because they are afraid of winter injury, he added. Disease and insect control should be started as soon as leaves unfold. The spray should contain a good fungicide, such as phaltan, and a miticide, such as malathion, Aramite, Kelthane or Tedion, he concluded.

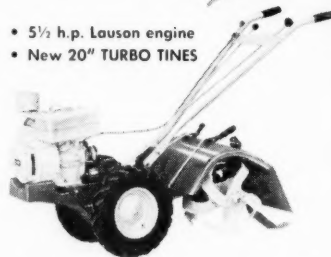
Business Session and Banquet

During the business session, elections were held as reported earlier and Knox Porter, Knox Porter Nursery, Rocky Mount, was named chairman of a committee to investigate

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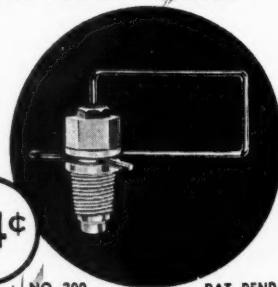
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the need and desire for a meeting of bedding plant growers. His committee will also decide whether a bedding plant growers' association is needed.

Dr. Fred Cochran, head, department of horticulture, North Carolina State College, presided during the annual North Carolina Association of Nurserymen banquet on January 2. After the banquet, he introduced Fred Galle, director of horticulture, Ida Cason Callaway Gardens, Pine Mountain, Ga., who presented an illustrated discussion of his garden activities.

Mr. Galle was also the first speaker on the program January 3. His illustrated discussion concerned adaptation of mechanical equipment for particular needs. Too often, said Mr. Galle, nurserymen try to duplicate an improved operation developed by someone else rather than adapting his principles to their own operation.

Mr. Galle stressed that it is important for employees to learn to think about the jobs to be done. In this respect, Ida Cason Callaway Gardens employees meet periodically to discuss methods of improving operations, either through method changes or equipment adaptations. Many of these men have the ideas but must be encouraged to present them, Mr. Galle stated.

He stressed the importance of making year-round use of equipment or parts of equipment. As an example, he cited a chipper, used at the gardens only in the winter, on which an irrigation pump was mounted, so that the motor can be used the year around. Imagination in this respect can bring considerable savings, he added.

Dr. Fred Nesbit, Biltmore Estate, Asheville, N. C., told the nurserymen that too many "Model T" plants are being sold in the modern market. In one part or another of North Carolina, combinations of soil and climate exist that will support a great proportion of all of the nontropical ornamentals that are handled in the United States, he added. Land and labor costs are relatively low, and good markets are fairly close.

For these reasons, North Carolina growers should drop some of the old "Model T" plants and produce those materials that are in fashion today and those that will be in fashion in the future. The American public is demanding better material than ever before, and nurserymen who do not produce it will be left behind the ones who do.

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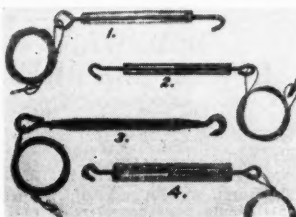
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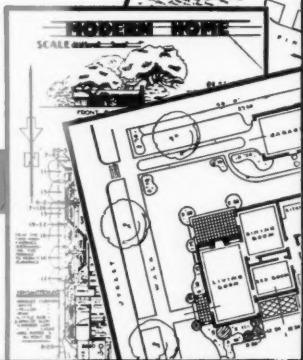
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balls and be right more than 50 per cent of the time or they will have troubles that will make present ones appear to be small, Dr. Nesbit stated

Public and private gardens are excellent trial grounds for plant materials. Newer materials should be brought in from other states so that adaptability can be studied, according to Dr. Nesbit.

He then illustrated rhododendrons, azaleas and hollies which he recommended for various sections of North Carolina. The speaker discussed various species and varieties of ilex, taxus, magnolia, skimmia, cornus and others which he recommended to the nurserymen in his concluding remarks.

Plastic Greenhouses

Allen Fairbank, architectural engineer, George J. Ball, Inc., West Chicago, Ill., discussed the developmental work his company has done with rigid-structure plastic greenhouses. These houses must be designed so that anyone can build them, noted the speaker, and the plastic must be such that anyone can put it on the structure.

Concerning attachment of plastics, Mr. Fairbank noted that staples were of no value and that a capping strip, with nails four inches apart, was needed to produce the required vise-like grip. The plastic should be applied lengthwise of the house, with each piece of plastic pulled to the same tension.

Mr. Fairbank stated that a forced-air system should be used for winter heat, in order to prevent the condensation problem found in most plastic houses. In addition, plastic houses should be equipped with fans to provide ventilation. In colder climates, it has been shown that fuel costs can be reduced 40 per cent by lining the inside of plastic houses with polyethylene or some other plastic.

The cost of a plastic house should be only one-third to one-half the cost of a glass greenhouse, according to the speaker. Based on his experience with certain plans, itemized costs per square foot of a house of 4,000 square feet are as follows: Lumber, 13 cents; Mylar, 27 cents; labor, 15 cents; fans, 13 cents, and heat, 20 cents to 80 cents.

Pruning and fertilization of shade trees was the subject of discussion of Dr. J. B. Gartner, horticulture department, N. C. S. C. Pruning of shade trees is important for several reasons, noted Dr. Gartner—to eliminate disease problems, to prevent storm damage, to shape future growth of the tree, to eliminate haz-



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On the matter of fertilization of shade trees, Dr. Gartner recommended a 10-6-4 fertilizer at the rate of four to five pounds per inch diameter of the tree. A portion of the nitrogen in this fertilizer should come from an organic source.

Although the punch bar method of fertilization is adequate, the method which makes use of an air gun to blow the fertilizer into the soil is much better, he added. Dr. Gartner concluded that, while foliage applications are effective in certain cases, soil conditions that cause deficiencies cannot be corrected with this method of fertilizer application.

Dr. Robert Schramm, Jr., horticulture department, N. C. S. C., presented a detailed fertilization program developed through experimentation and designed to maintain an optimum level of nutrients for container-grown and field-grown stock. Dr. Thomas Cannon, also of the horticulture department, reported preliminary results of research work he has been conducting. The meeting

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was adjourned after a visit to the horticultural farm and test gardens at Raleigh.

IOWA CONVENTION

[Continued from page 18]

dise properly. He then gave this simple formula to use as a guide in successful merchandising: Attractive merchandise, plus attractive display, plus attractive price equals quantity movement of merchandise.

Mr. Haffey then turned his attention to the reasons for the growth of the garden center business in the past 15 years. New housing starts were increased by employment opportunities, higher wages and desire for home ownership. The new homeowner is status conscious and wants to show his ability to "keep up with the Joneses." One of the ways in which he may attain his goal is to improve the appearance

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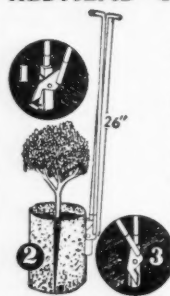
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of his home by improving the garden area which surrounds it. The average homeowner has more leisure and can devote more time to work in his garden. These factors have been the accelerating forces affecting garden centers since the end of World War II. And the projections concerning new housing starts for the years ahead point to continued growth of the industry.

The dealer who will merchandise will benefit most from this new era. Those who offer a limited stock of

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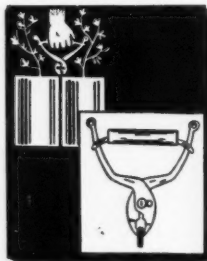
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Grips one can or two. Holds on like a bulldog, yet lets go at once when you set plants down. Picks any canned plant out of a jam-packed block of cans. Saves hours when loading trucks, yard dollies or just relocating display plants.

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poorly selected merchandise and fail to promote it successfully will miss out on the opportunities, the speaker declared.

Mr. Haffey next gave some promotional ideas for a garden center program: (1) Package items in convenient units and offer them at attractive prices. (2) Include "how to do it" sections in catalogs. (3) Conduct open houses and shows to promote the sale of special plants and have special days for showing the use of garden chemicals, plant foods and tools. (4) Conduct promotions involving the use of coupons in newspapers redeemable for free premiums, such as small fruit trees and seed packets, by customers' children. (5) Become acquainted with the garden editors of the local newspaper. (6) Employ a good merchandiser to write advertisements. (7) Make the garden shop a 1-stop shopping center; include as wide a diversity of items as possible. (8) Set up a central information center toward the center and rear of the shop, where customers can ask questions concerning the use and application of the various products purchased. This center should be manned by someone who has a thorough knowledge of horticulture and the proper care of plants. (9) Set up a system of credit selling, making it easy for customers to buy.

At luncheon on Friday, the nurserymen saw a film entitled "New Dimensions in Electronics," presented by L. R. Nuss, Collins Radio Co., Cedar Rapids. The film depicted the work of the Collins firm in the field of electronics, where it is a leading manufacturer and researcher.

The featured speaker on the afternoon agenda was Willard M. Bond, Nursery Sales Agency, Weymouth, Mass. Mr. Bond's topic was "The Operation of a Garden Center." A summary of this address will appear in a later issue.

Business Meeting

The last session on Friday was devoted to the business meeting, which featured the reports of various committees of the Iowa Nurserymen's Association. A discussion on a proposal to set up a scholarship in the amount of \$2,000 for promising horticulture and landscape students at Iowa State University was a high point of the meeting. It was disclosed at the banquet in the evening that the board of directors approved the scholarship proposal and that it would be named in honor of Dr. E. S. Haber, retiring head of the department of horticulture at Iowa

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Only W-W has interchangeable shredding bars and grinding screen to give you complete versatility in processing organic materials for mulch or compost. Handles hard manure, leaves, trimmings, peat moss, osmunda, and phosphate rocks. Makes potting or bench soil. Mixes soil with compost or other fertilizer. One-year quality guarantee on workmanship and materials. Prices start at \$96.00 f.o.b. Wichita, less power. Larger Model 2-G, above is \$189.50 with 3-hp engine. Terms available. Write for complete literature.

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BARTLETT MANUFACTURING COMPANY

has now made this popular tree paint available in the Aero-Pack can. Simply press the button and spray the wound with black asphalt tree paint.



12-oz. cans are packed 12 per case. 1 can, \$2.50; 12 cans, \$1.95 ea.

Delivered in U. S. A.

If you prefer to apply your tree paint with a brush, we can furnish cans of various sizes as follows:

1/2-pt. can (48 per carton) . . .	\$0.60
1-pt. can (48 per carton) . . .	.90
1-qt. can (24 per carton) . . .	1.60
1-gal. can (6 per carton) . . .	3.50

For the protection of wounds after pruning use Bartlett Tree Paint. Easily applied with ordinary paintbrush.

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State University. The previously mentioned slate of officers and directors was nominated and elected at this meeting.

In the evening, the Mount Arbor Nurseries, Shenandoah, hosted a social hour. Following this, the annual banquet was held, at which a check for \$500, covering one year's grant of the aforementioned scholarship fund, was presented to Dr. Haber. President Hughes then presented certificates to all of the past presidents of the Iowa association who were present. The guest speaker was Emmett F. Butler, director of public and employee relations at the Maytag Co., Newton, Ia. Entertainment and dancing followed the address.

Landscape Ideas

Saturday morning, January 14, a breakfast was held before the morning sessions began. Harold E. Hunziker, M. J. Hunziker & Sons, Niles, Mich., opened the morning sessions with a talk entitled "To Be Always on the Grow."

Mr. Hunziker said that the landscape nursery industry has come a long way since the early 30's, when it began its evolution. He said that it is up to the landscape nurseryman to show the public how to live better outdoors and how to make a residence a little different from the ordinary. Owners wish their landscapes to be a reflection of their personalities, Mr. Hunziker said. They want not-so-ordinary gardens around their ordinary homes.

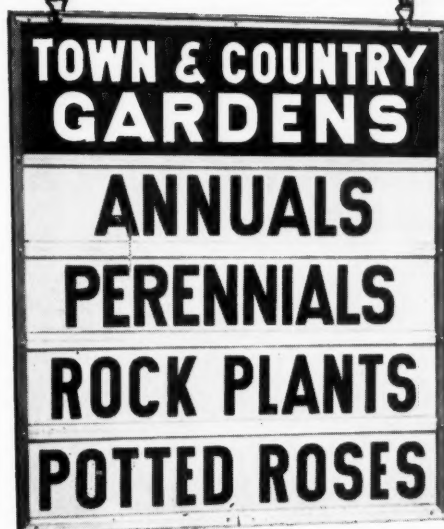
Trees and shrubs are not the whole of the modern garden picture. Garden construction plays a large part in the over-all landscaping plan and landscape contractors should consider including garden construction in the services which they offer their clients.

Landscape nurserymen should strive to stay within the bounds of good taste, but sometimes it is necessary to yield to the customer's dictates, regardless of the lack of good taste which they represent. Knowing the right place to stop on a landscaping job is the secret of good planning, he added. People have a difficult time trying to visualize plans. Therefore, it is a good idea for the landscape man to go over the plan with the customer, pointing out plant placements and the general layout right on the customer's property.

The speaker said that good designs are the best advertising available. And customer referrals are a measure of a landscaper's success. The top man in an organization

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K.W.H.-75 MISTBLOWER, equipped with 3-H.P. engine, gives complete mist penetration to 50 ft.

Tractor Models: 6 to 36-H.P.



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show you easy ways of plant identification and how to select the right plants for your designs. Our course features easy-to-understand assignments with carefully detailed illustrations. **CERTIFICATE AWARDED.**

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should spread himself as thin as possible, so that he can have as much personal contact with his customers as possible. How to handle a customer may be more important than doing the growing or making the plans, Mr. Hunziker concluded.

Donald P. Watson, professor of ornamental horticulture at Michigan State University, East Lansing, next made a slide film presentation on horticultural development in Australia, Asia, the Near East and Europe. Professor Watson stressed the need for better-trained young men in the landscape field. He called the nurserymen's attention to three observations which were brought to the fore in his travels abroad: There is a greater appreciation of horticulture and landscape gardening abroad; there is a stronger emphasis on practical experience gained in the nursery than on academic prowess in the classroom, and the technical schools abroad are superior to any here in the training of nursery and landscape personnel. After his film presentation, Professor Watson called for advancements in the areas of deficiency cited in the observations.

Final Session

The final session of the convention was devoted to a report from the horticulture department at Iowa State University, Ames. Ed Cott said that the truiness-to-name identification service has proved most successful. This is a system of plant identification which Mr. Cott pioneered, whereby he or a member of his staff will cover an entire nursery, weeding out trees which have been planted mistakenly out of their species classification. The system enables the nurseryman to be certain that he is filling his customers' orders according to specifications. Mr. Cott said that his staff can examine 75,000 to 100,000 trees per day with an accuracy tolerance of one-tenth of 1 per cent.

Eliot Roberts, of the university staff, followed with a slide presentation on the 1961 lawn research program at Iowa State. The slides showed the research being done on the testing of the varieties of grasses, treatment of diseases, use of various fertilizers and the control of crab grass.

Dr. John P. Mahlstede, the final speaker on the program, gave a slide presentation showing the effects of various diseases on trees and problems inherent in particular species. A tree evaluation score sheet, circulated the previous day to the nurserymen, was tabulated, and the follow-

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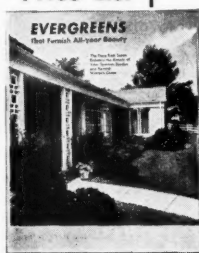
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CORRECT PLANTING Methods

32-page pocket size book containing very complete information for all kinds of plants, well illustrated, helpful in preventing claims for dead stock.

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ing trees were rated as best for Iowa (all factors considered), in the order given, in the following categories:

Flowering trees — Crab apple, plum, redbud, magnolia and Washington hawthorn.

Shade trees for residential use — Thornless locust, pin oak, linden, sycamore and sugar maple.

Street trees—Linden and Norway maple (tied) Skyline locust, hackberry and ginkgo.

All-purpose trees (fit anywhere) — Locust, hackberry, pin oak, linden and maple.

VIRGINIA COURSE

[Continued from page 25]

close to or attached to the house. He stated that the amount and character of planting in these areas has been greatly influenced by the introduction of colorful new materials, while increased use of planters and small planting pockets requires careful selection and arrangement of plants.

Hollies

Jerry Hill, Hill's Nursery & Camellia Gardens, Arlington, led a discussion on hollies. Mr. Hill displayed and discussed some of the common and exotic hollies, recommending

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the use of the more unusual hollies in the complete landscape design for the purpose of adding both interest and distinction to the completed job. He warned against the indiscriminate use of either southern Ilex opaca types or Ilex aquifolium varieties which can be considered hardy only when conditions of soil and exposure are favorable.

Mr. Hill feels the public is most receptive to the use of holly in both foundation and landscape plantings and that a wider use of holly will be forthcoming.

He emphasized the great versatility of the Ilex crenata group and urged their continued use, especially the low types, such as helleri. The lower and slower-growing forms of

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Ilex cornuta should be used more, especially as they are now available at competitive prices. Ilex cornuta rotundi and Ilex burfordi National were recommended.

Mr. Hill displayed a cassine holly being grown by Hill's Nursery that has withstood a temperature of 5 degrees below zero with no foliage discoloration. He also had on display a well-berried branch of Ilex San Jose hybrid with foliage resembling that of Magnolia grandiflora.

The afternoon session was devoted

LINDIG

4-in-1 ECONOMY

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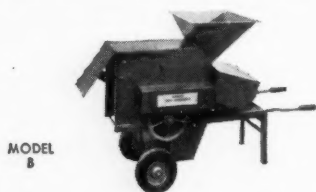


HIGHEST QUALITY SOIL MATERIALS. Exclusive patented dual shredder assembly on all Lindig soil shredders produces fine, even textured, well aerated materials with all the valuable manures and other humus retained for vigorous plant growth.

SHREDS ALL MATERIALS. Efficient design of shredding rotors provides instant and positive shredding and mixing of all soils and organic materials, wet or dry, including sod, compost and peat.

TROUBLE-FREE OPERATION. The new design of the Lindig Model L-40 Shredder, pictured above, is particularly desirable for your larger landscape and maintenance jobs. LINDIG 4-in-1 ECONOMY enables you to feed, shred, screen (if desired), and load... all in one operation. Large hoppers will accommodate the average front-end loader, positive conveyor feed will deliver up to 40 cubic yards per hour. Top dressing is completely blended to a fine uniform texture for application when building and maintaining golf greens, lawns, roadside areas, and approaches.

MODEL TO MEET YOUR NEEDS. Capacities range from 3 to over 100 cu. yds. per hr. Added versatility is provided with optional screening attachments for most minute soil preparation and removal of stones and other foreign objects. Gasoline or electric power units.



Large, free flowing hopper on hand-fed models provide fast, even flow of materials to shredding rotor. Convenient discharge to 10 ft. onto pile, bench, wheelbarrow or low trailer. Capacities 3 to 14 cu. yds. per hr.

Thousands of Lindig power soil shredders with exclusive patented shredder assembly are providing lower cost, higher quality soil materials, and trouble-free operation for greenskeepers, landscapers, growers, nursery and greenhouse operators throughout the world. Get complete details. See your local dealer or write factory.



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to sales promotion. Dr. Ole S. Johnson, professor of marketing and director of the marketing program at the American University, Washington, D. C., led a discussion on "Marketing as the Tie-Together of Advertising, Selling and Merchandising."

Dr. Johnson stressed that there must be complete co-ordination between advertising, selling and merchandising forces applied in one's business or maximum profits cannot be realized. Failure on the part of top management to recognize rapid changes in marketing practices can prevent the realization of maximum profits or any profits.

Although the opportunities are great for the nurseryman of today, he must compete aggressively for his share of the market; it will not come to him automatically. The speaker recommended greater use of showmanship in nursery advertising.

Dr. Johnson pointed out, however, that a realistic pricing policy must be maintained along with the advertising and sales promotion program. Increased volume without dollar profits can only lead to bankruptcy.

On the last day of the short course the group met at the National Arboretum, Washington, D. C., where a workshop on the "Winter Identification of Plant Material" was held. Dr. Francis de Vos, associate director of the arboretum, conducted the program.

Dr. De Vos discussed how to use plant keys as an aid in determining the identification of plant material. A display of books and bulletins helpful in plant identification was on exhibit. Each nurseryman had an opportunity to key down some of the plant twigs assembled for this workshop. The nurserymen found this program extremely helpful and asked for a similar session next year.

Gabriel Edwin, curator of the National Arboretum, briefly discussed the herbarium, also visited by the group, and explained how his department can be of service in helping to identify unknown plants.

Before the workshop ended, Director Skinner of the National Arboretum spoke on the history of the horticultural plantings and outlined some of the plans for further growth. He reported that the much-needed new greenhouses were nearing completion and that plans for a new administration building were well under way.

Construction on this new administration building will probably start later in the year. The director pointed out that better facilities will then be available for Virginia nurserymen

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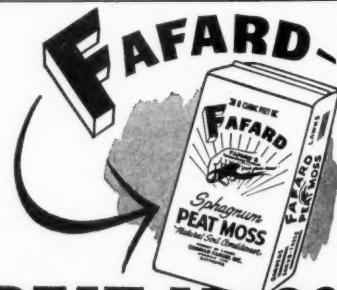


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and other organizations wishing to make use of the services of the arboretum. The session was concluded with a tour of the grounds.

MARYLAND MEETING

[Continued from page 16]

Booster Club awards were presented to both Carville M. Akehurst and Thomas Adams, each of whom enlisted three new members of the M. N. A. during the past year. Luncheon speaker was John Clark, governor's committee, Keep Maryland Beautiful, Baltimore. He related that the program was started with an antilitter campaign in 1954 and much had been accomplished in changing the public's attitude. He strongly believes that a whole community has to think together to obtain a beautiful landscape. Developers, he said, should lay out plans for future planting.

Mr. Clark related that the Maryland association can help the program by furthering school educational programs, donating plants to instructors and distributing to the public more commonsense pamphlets on how to plant.

He related that the petroleum industry was celebrating its 100th anniversary in 1959 and was sold on the idea of planting 100 trees to beautify a highway in the state. The following year it planted 101 additional trees. This industry, he said, is highly interested in highway beautification. Concluding his remarks, he pointed out that nothing curtails litter more than beauty. Landscaped highways are a big deterrent to litterbugs.

Credit Pointers

Telling experiences in and information on credit was the next speaker, Robert L. Bruchey, general credit manager, Hecht-May Co., Baltimore. He related that department stores do 65 per cent of their business on credit. Only about 15 per cent of their credit customers are seen personally when making credit application.

When opening an account, it is important that one obtain the credit payment background of an individual. Credit, he stated, is merely a matter of interpretation and judgment. It is important, he added, not to judge a person on the impression he makes.

The coming year will present additional credit collection problems, said Mr. Bruchey. Many department stores are planning to add a carrying charge of 1½ per cent to accounts that are not paid within 30 days.

To collect accounts, notices are

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- Simplify turf maintenance
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The 8 RYAN machines are beautifully engineered and ruggedly built for trouble-free, year 'round operation in all turf and soil conditions. There's a size and type for every user—golf course, nursery, landscape company, sod growers and cutters, estates, parks, schools, churches, hospitals, cemeteries, contractors, suburban industrial plants, and equipment rental companies.

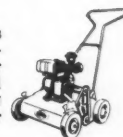
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World famous RYAN Sod Cutters are offered in four models and five widths, cut from 100 to 300 sq. ft. per minute in uniform thickness, ¼" to 2¼", for fast, easy laying. Optional attachments give added usefulness.

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Remove thatch that blocks out air, moisture, and fertilizer, promote healthier growth with the slicing and thinning action of the RYAN Ren-O-Thin. Effective for all types of grasses.



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Easy to use aerating machine—opens up compacted soil with specially designed non-tearing corers, covers 10,000 sq. ft. per hour. Evenly spaced cores hold water, fertilizer, promote deeper root growth.

LAWNNAIRE

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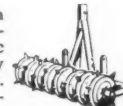
ROLLAIRE



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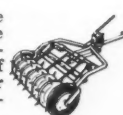
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Now you can completely aerate a 5,000 sq. ft. green by taking out 150,000 clean-cut plugs uniformly spaced on 2" centers—and let golfers resume play immediately! Aeration relieves matting, helps hold moisture around the roots.

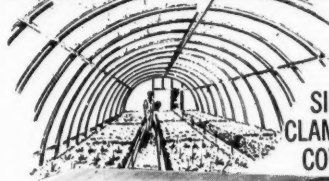
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sent out, then collection letters and then pre-suit letters. If six months elapse without payment's being received, he advised turning the account over to a reputable, bonded collection agency. In cases of illness or certain financial troubles, he said, the store will allow extra time for payment. Mr. Bruchey believes there is no set way to collect on any account.

If a person pays on an account but does not pay the carrying charge, saying he did not agree to it or have any advance notice of it, then it is waived. But the individual is advised he will have to pay it in the future. The public is seeking more and more credit, and he believes it is overtaxed with the payments it is obliged to make.

Modern Landscaping

Trends in landscaping was the subject of a talk by Martin Funnell, landscape architect, Baltimore. He commented that the landscape architect is limited only by his imagination in the things he can do, but he is still working with the same plants used 100 years ago.

Because of increased building costs, modern architecture has become simplified, he pointed out. Instead of ornate structures, there are square-block buildings. As a result, more dependence is placed on landscaping to complement modern architecture. It has become more important to find plants to fit the surroundings.

Mr. Funnell advocated the use of mass planting to designate building entrances that are not otherwise marked. There is a need for free-form and ground-form shapes to relieve rectilinear construction. He said he would like to see a return of the use of flower beds in landscape design. He stressed the use of mass plantings of one color to obtain a striking effect. Slides of various plantings were shown.

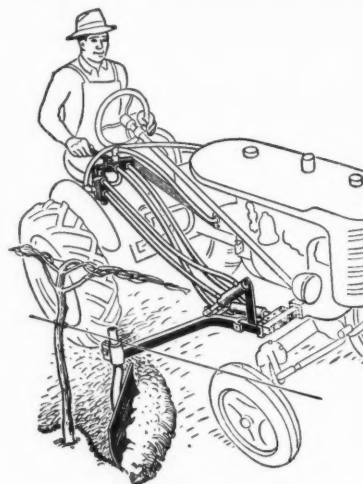
Problems Faced

Commenting on some of the management problems faced by nurserymen was the final speaker on the afternoon program, Curtis Porterfield, A. A. N. secretary, Washington, D. C. In a successful business operation, he said, there is nothing so constant as change. The success of a business depends on how well management adapts to changes. The manager of a nursery business cannot and should not do the things he may like to do, such as going into the field and doing budding with the workers.

It is up to a national association

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Manual or Hydraulic Control



Green's Tractor Hoe will save you time and money. One man can do the work of many. Fits most makes of tractors.

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RAFFIA

Headquarters for
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GOODRICH BUDDING STRIPS

Can make immediate shipment.

THOMAS MEEHAN & SONS
Skippack Pike, R. D. 3
Norristown, Pa.

to anticipate the needs of an industry, said Mr. Porterfield. That was the reason the A. A. N. management conferences were initiated three years ago and will be repeated again this year. Trade associations do things for individuals that they cannot do for themselves. Examples of this are the A. A. N.-sponsored nematode, regulatory and legislative conferences.

One of the biggest problems of management is to prevent being taken by surprise. That is the reason why it has to look forward to and anticipate what might happen. A further problem is that management is reluctant to make any changes after it has had a few years of success.

Highlight of the banquet held Wednesday evening was the presentation of the professional achievement award to Andrew N. Adams, Sr. He paid tribute to his wife and two sons as being strong factors in any success he has gained. Serving as toastmaster for the evening and presenting the award to Mr. Adams was John P. Donofrio, John P. Donofrio Inc., Pikesville. Entertainment provided by a barber-shop quartet and dancing were also on the program.

Opening the Thursday morning program was a talk by Malcolm Dill, Baltimore county planning director, Towson, who discussed, "What the County Planning Program Should Mean to Maryland Nurserymen." He stated that schools are recognized as recreation centers. Elementary schools are required to have at least 20 acres and junior and senior high schools, 30 to 50 acres.

An approved list for street trees has not been obtained, he said, and the program for planting street trees has been slow in getting started. He strongly advocates the planting of shopping centers, industrial buildings, churches and even filling stations when near residential areas.

Telephone Tactics

More business is being transacted over the telephone, said Mrs. Anna Royer, telephone company representative, who gave the nurserymen tips on telephone use. In the past 10 years there has been an increase of 80 per cent in the number of telephone calls placed each year.

Information given through a color, sound film entitled "A Manner of Speaking" was the following: Answer promptly and identify yourself. Keep a pad and pencil handy. If you have to leave the telephone in the midst of a conversation, explain why and ask if the other party wishes to wait for your return. Place and

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Larger Branch Space Than Any Plastic Label on the Market

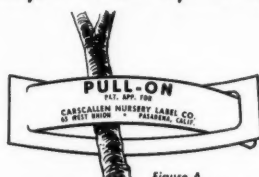


Figure A

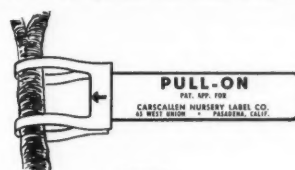
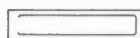


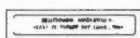
Figure B

DIRECTIONS: Separate label from border. Place label on top of branch (See Figure A). Push label through border. Holding tip of label, Pull-On until border locks into slots. Press at arrow (See Figure B) to assure permanent lock.

Gives you a loop $\frac{7}{8}$ " in diameter. If applied as directed above, label WILL NOT blow off - CANNOT be knocked off.



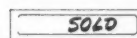
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RED SOLD

Colors: WHITE - YELLOW - ORANGE - GREEN - RED - BLUE

Size: $\frac{7}{8}$ " x 3" (Larger size available on Special Order.)

Imprint: ☐ Black printing

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	1000 Lot	5000 per M	10,000 per M	25,000 per M	50,000 per M	100,000 per M
PLAIN	\$5.00	\$4.50	\$4.00	\$3.50	\$3.00	\$2.75
PRINTED . . .	6.50	6.00	5.50	5.00	4.50	3.75

(Please submit copy for PULL-ON Labels to be printed.)

ROSE LABEL - PULL-ON labels are ideal for roses because of the large branch space, the six colors and space for the grade number.

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color _____

Red Sold PULL-ON labels at \$_____ per M. \$_____

(Red Sold subject to Sales Tax in California)

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receive your own calls. List frequently called numbers. Do not ask who is calling when answering a call. Terminate calls courteously. The parting message left by Mrs. Royer was "Telephone as you would like to be telephoned to."

As the final event of the morning program, a comprehensive report on the A. A. N. management conference at Sagamore, N. Y., was delivered by John Tankard, Jr., Tankard Nurseries, Exmore, Va.; Ray Gustin III, Gustin Gardens, Rockville, and Richard Simon, Bluemount Nurseries, Monkton. These members of the association who had attended the conference told of the valuable information they had obtained and put to use in their businesses.

After exhibitors' prizes had been given at the noon luncheon, a journey through European gardens, orchards and farms was presented through the use of color slides shown by Dr. George Langford, state entomologist.

Business Session

At the business session held that afternoon, President Gustin said he thought the Maryland association had a busy year with its being incorporated and rewriting the constitution and bylaws. An accomplishment was preventing the Baltimore city park from practically going into the nursery business by selling trees. He pointed out that the association was to be co-host with the Virginia association for the A. A. N. convention in July.

The membership report by Carville M. Akehurst showed 144 firm members, 15 out-of-state members, 11 allied members and three student members. Mr. Akehurst also called attention to the membership list and trade directory. He stated that each firm member is allowed as many active members as it wishes to sponsor.

A report from the "Keep Maryland Beautiful" committee pointed out that the association had contributed to the landscaping in front of the "Keep Maryland Beautiful" office at Baltimore.

Reporting for the graduate fellowship and research committee was Carville M. Akehurst, who called on Dr. Conrad Link, University of Maryland, to report on the two research projects in progress. One is on the influence of daylight on rooting of broad-leaved cuttings in a greenhouse. The other is the container-growing project, which has tested four different types and use rates of fertilizers on eight kinds of plants growing in a uniform soil mixture in metal containers. Records are

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A specially treated, soil
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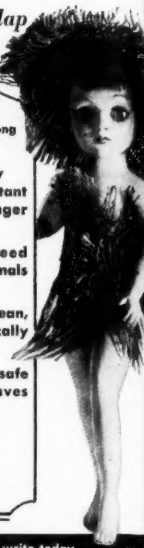
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available for only one year and will be kept for an additional year. Other plants will be tested this spring, he said.

The public relations committee report was given by Andrew N. Adams, Jr., who pointed out that a purple ribbon was won by the association's display at the Capitol flower show. A model home was landscaped at the Baltimore home show. A project in progress is the releasing of a street tree planting booklet in co-operation with a utility company. Roadside plantings were made by the association, with a plaque installed to give credit to the group.

This year, he said, hybrid rhododendrons will be used in the Capitol flower show exhibit, which will have a theme of "Planting as an Investment."

The problem facing the nurserymen of the state, introduced when the legislature passed a bill authorizing the governor to form a committee to consider the formation of a new department of agriculture at Annapolis, was discussed by Paul Hoffman. A motion was passed that the Maryland association go on record favoring the present regulatory services now performed by the University of Maryland.


Cancel Home Show Participation

Reporting for the advertising committee, Frank Primrose III, Loudon Nurseries, Baltimore, called attention to the decal, mats and stickers offered by the association. A motion was passed not to participate in the Baltimore home show, as the results from last year's participation were negligible. It was moved to redesign the state association seal.

The officers and directors were then elected as previously reported.

Final event of the convention was the meeting of chapter 36 of the A. A. N. Officers elected were the following: President, Andrew N. Adams, Jr.; vice-president, Edward L. Stock, Jr., Stock Bros., Inc., Rockville, and secretary-treasurer, Frank Primrose III. Delegates chosen to the national convention at Washington, D. C., were Jesse F. Hakes and Carville M. Akehurst. A motion was passed that the chapter go on record as urging the A. A. N. to take added measures to insure the proper payment of dues.

STARTING George's Landscape Service is George Carlstrom, Jr., at 2141 Ozmun avenue, Lawton, Okla. A recent graduate of the National Landscape Institute, Los Angeles, Calif., he also proposes to open a retail nursery and will carry a complete line of garden supplies.



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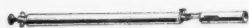
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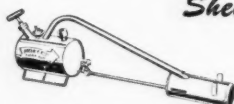
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OHIO GROUP ELECTS, REVIEWS ACTIVITIES

Nurserymen of the Cuyahoga County Nurserymen's Association held their annual meeting January 12 at Cleveland, O. Officers elected for the new year were Tony Shammarello, A. Shammarello & Son Nursery, South Euclid, president; Nelson Slansky, Evergreen Farm Nursery, vice-president; Larry Lieux, Lieuhaven Nursery, Westlake, secretary, and Bill Varga, Varga Nursery & Greenhouse, Westlake, treasurer. Elected to the executive committee was Les Demaline, Willoway Nursery, Westlake.

Highlight of the year's activities was the members' weekly participation on Cleveland radio station KYW. The "Green Thumb" program will be continued in 1961. Telephone questions are to be answered over the air by members of the association.

Promotion of the nursery and landscape industry in the county by exhibits in downtown buildings will begin again next April. Half the membership helped in staging a huge display in the Arcade building. Shoppers were able to view evergreens and shrubs. Displays of roses by Joseph J. Kern Rose Nursery, Mentor, and dahlias by E. J. Winds Rocky River Dahlia Nursery were outstanding attractions.

The annual winter nursery school sponsored in co-operation with the agricultural experiment station of Ohio State University was announced for February 23. The Lake Shore Country Club, Bratenahl, will be the place of the meeting. Speakers from Ohio State University and the agricultural experiment station will be Drs. L. C. Chadwick, R. B. Neiswander, Kenneth Reisch, Robert Partyka and Marvin Carbonneau.

The meeting was concluded with a report by Jack Endress, Hi-Way Nursery, Westlake, and Bruce Lydrickson, Beach Cliff Nursery, Rocky River, on their experiences at the A. A. N. management conference.

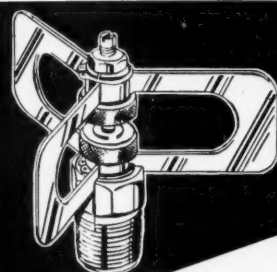
F. K. B.

NEW JERSEY MEETING

[Continued from page 19]

program was on the lighter side. Movies of a recent Arctic safari were shown and narrated by William P. Howe, Jr., Howe Nurseries, Pennington, N. J. The excellent color photography and the many interesting experiences related by "Colonel" Howe made the session a most entertaining one.

The first day's program was



Fog-mist NOZZLE

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**LONGER LIFE
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- Stainless Steel Orifice Insert
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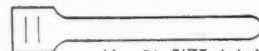
Nozzle No.	Orifice Size	At 20-lb. pressure Diameter G.P.M.
550-A	0.28 in.	5 ft. .1

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5,000 to 9,000	1.70	2.65
10,000 to 24,000	1.45	2.45
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Colors: Yellow, Red, Blue, Green, Orange and White. Colors may be combined for quantity price. Minimum 1000 each color.

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capped by a social hour prior to the evening banquet, courtesy of the wholesale nurserymen of the state. During the banquet, the meeting was formally dedicated to Dr. William H. Martin, dean emeritus, college of agriculture, Rutgers, the State University.

Dr. William E. Snyder, head of the ornamental horticulture section, Rutgers, accepted the plaque in Dr. Martin's absence, and said that he would personally deliver the tribute to the former dean. Dancing and socializing followed.

The second day of the meeting began for many with breakfast and a walk on the boardwalk. The first item on the schedule was the annual business meeting. The treasurer, August Kindsgrab, St. Cloud Nurseries, West Orange, gave a detailed report. The membership committee, under the chairmanship of Joseph Moreau, reported a net gain of three members for the past year, bringing the organization's membership total to 141.

After reports of the highway and legislative committees by Chairmen "Buzz" Fields and Roland deWilde, the members amended the bylaws of the organization to include the membership of certain garden centers in the organization. Raymond P. Korbobo, extension specialist in ornamental horticulture at Rutgers for about 15 years, and past secretary of the N.J.A.N., was elected an honorary member of the group.

Discuss Taxus

The first program topic for the day was "Taxus—Good, Bad or Indifferent," a panel moderated by Albert Flemer. Jesse Flory, La Bars' Rhododendron Nursery, Stroudsburg, Pa., was the first to present his ideas.

Mr. Flory first recalled that years ago there were three kinds of yews, upright, conical and spreading, but now there are so many listed types that it is confusing. Not only are there many slightly different types, but there seems to be a great deal of confusion and variation in named varieties.

He listed the general characteristics of a good taxus as follows: Slow and compact growth, requiring a minimum of maintenance; good character, foliage and fruit; tolerance to transplanting and handling; hardiness, and desirable appearance at maturity.

He noted that the capitata form has little use in the average landscape but that there is a definite need for the upright, rectangular form. Yews with the open center

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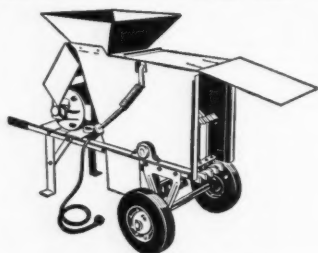
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EFFECTIVE! One spraying can chase rabbits for several months.
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SIMPLE! Easy to mix, easy to use.
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"bird's nest" characteristic should be eliminated.

Yews should be pruned, not sheared, except perhaps in the formal garden. The need for the low, spreading types was emphasized, particularly since *Taxus baccata repandens* is of questionable value when planted in the sun.

Mr. Flory then showed a group of slides, among which were examples of *Taxus cuspidata* which were being trained to compact fan shapes for narrow places and *Taxus cuspidata capitata* which had been grown open and graceful rather than being tightly sheared for density. He feels that this form of the *capitata* yew has many potential uses.

The second person to comment was Herman Brumme, Howe Nurseries, Pennington. He noted that the confusion and variation that exists in *taxus* varieties often means that when a lot of plants is supplied to a job, the plants are not of the form wanted by the landscape designer or architect.

Alfred Geiffert III, landscape architect, New York, N. Y., endorsed Mr. Brumme's comment and called for a drastic reduction of types listed to eliminate this mass confusion. A few questions were handled by the panel, and the meeting came to a close until afternoon.

A fine buffet luncheon was followed by the presentation of the past president's award to outgoing president, Peter J. Vermeulen. The award was made by William Flemer III, former president of the association. Mr. Vermeulen was cited for his outstanding efforts and leadership for the organization during the previous year.

Robert F. Lederer, legislative assistant of the A.A.N., Washington, D. C., gave an address, entitled "The A.A.N. Story," outlining the many accomplishments of the national association in the recent past and projecting the many areas that would concern the nursery industry in the coming years.

Question Panel

It was then time to "Stump the Experts with Your Questions." This panel was moderated by Dr. William E. Snyder and consisted of Dr. Spencer H. Davis, plant pathology department, Rutgers; Dr. John Libby, entomology department, Rutgers; William Flemer III; Hans Hess, and Russell Bettes, Howe Nurseries.

The first question, directed to Mr. Flemer, concerned the commercial practicality of slow-growing plants. It was established that at present it is difficult to make money on most slow

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growers and that the public must be sold on the true value of these dwarf plants. Mr. Flemer also verified a comment that retailers are always asking for a wider range of material as a result of customer requests.

Dr. Libby indicated that it is dangerous to recommend a single nematocide for the nursery industry. Preplanting treatment alone is not the answer unless it is followed up with treatment at regular intervals thereafter. Preplanting treatment with no follow-up may merely result in a heavier infestation.

A question about taxus varieties and shearing brought comment by Mr. Bettes to the effect that if a plant is sheared, it is difficult if not impossible to tell which taxus it is. Shearing is not the answer to keeping plants in scale. It was established that the average well-planted landscape should last from 15 to 25 years.

The entire panel and many voices from the floor joined in a discussion on chemical and mechanical weed control. It was agreed that chemical weed control measures must be used with extreme caution until their effects on the plants are thoroughly known.

Many in attendance endorsed the use of a mechanical weeder. Mechanical means fail, however, when weeds grow to a height of six to eight inches during a long rainy seige. This is the time when chemicals are of particular value.

Use of polyethylene mulch did not seem practical to the panelists for field nursery production. One member noted that preplanting treatment with Vapam, although it was costly to apply, did save money in that it greatly reduced weeding, particularly during the first season. A few more brief topics were discussed and the panel was terminated.

Retail Selling

The final talk of the day was "Retail Selling — Are You Getting Your Share of the Consumer's Dollar?", presented by William Weiss, Jr., the Garden Shop, Paramus. A complete summary of this talk will be presented in a later issue of the American Nurseryman.

After the 1961 officers were elected, as reported earlier, congratulations were extended to Hans Hess, who was program chairman for this meeting. The meeting was then recessed until January 26, 1961, when it was to reconvene at Trenton, N. J.

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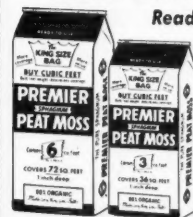
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LEAVES INDIANA POST

Harry J. Baker, landscape supervisor with the Indiana state highway department for the past 12 years, is retiring. Under his supervision many roadside parks were developed and thousands of trees, shrubs and pines were planted each year in the roadside parks and on the highway back slopes for erosion control and beautification. His last major project was on the highways in the area about Mansfield lake.

Mr. Baker will devote his time to private landscape work and to developing a nursery. He also will have more time for his hobby of compiling family genealogies.

REGULATE CHERRY STOCK

Recent regulations of the province of British Columbia prohibit the movement of nursery stock of sweet cherry or ornamental flowering cherry into the little cherry control area, which is mainly the Okanagan valley, bounded on the south by the international boundary, on the north by the 51st parallel, on the east by the 119th meridian and on the west by the 121st meridian.

This quarantine regulation is designed to assist in bringing the virus disease of little cherry under control. It applies to all nurseries outside the designated area, including Canadian nurseries.

PIEDMONT OFFICERS

G. G. Gilmore, Jr., Gilmore Plant & Bulb Co., Julian, N. C., was elected president of the Piedmont Nurserymen's Association at a meeting held recently at Greensboro, N. C. The Piedmont nurserymen also elected Glen Thompson, Young's Landscape Service, Greensboro, as vice-president, and Charles O. Bell, superintendent of grounds, woman's college, University of North Carolina, Greensboro, as secretary-treasurer.

NAME FOR CAMELLIA

The red variety of camellia that is grown generally in the vicinity of Greensboro, N. C., is descended from one of three plants which were sent from England by a visitor over 60 years ago. Its history was traced by Dr. Neal Sheffield, Sr., recently in the Journal of the American Camellia Society. The variety is being distributed commercially, according to W. C. Daniels, manager of Lindley Nurseries, Inc., and application may be made for the official name, Greensboro Red.

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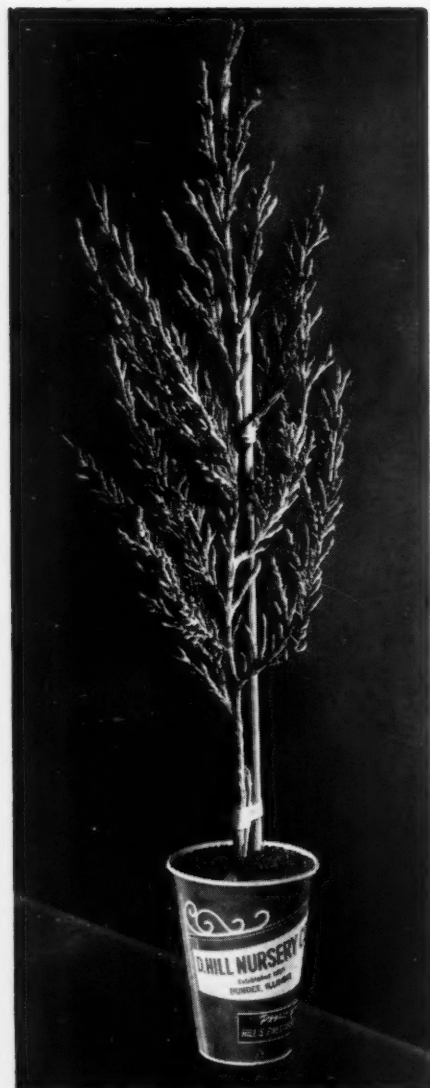
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